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American Business Shows Prompt Cooperation

To bring the Federal Government and business into co-operative touch on subjects "affecting financial, commercial, civic and industrial interests of the country at large" has been the purpose of the Chamber of Commerce of the United States since it was first discussed as a constructive possibility. Because of this general purpose, the unparalleled disturbance of business, both national and international, that has come as the result of the European war found the machinery ready and the common basis of contact in existence.

The Executive Committee of the Chamber was in session in New York on August 13 in order to discuss the business situation with the commercial interests involved in these problems. The committee in its resolutions was thus able to outline and suggest methods of treating the identical points which held prominent position in the discussions and resolutions by business men called the following day by Secretary McAdoo in Washington.

The conferences held with Secretary McAdoo on August 14 and later the meeting with Presi-

dent Wilson on the same day, in which the Executive Committee of the Chamber of Commerce of the United States took part, have tended to reassure business and will result in placing before the Government the constructive ideas of business, whose interests are the Nation's interests. The disarrangement of international affairs by reason of the alarm created in Europe will thus undoubtedly lead to a more unquestioning spirit of helpfulness and mutual responsibility between those who carry the burden of the business of the United States and those who are charged with governmental administration. President Wilson suggestively said: "Such a conference as this furnishes acceptable proof to the country that the antagonism of the government and business has disappeared and that there has come upon business the spirit of generous rivalry and co-operation which is the essence of statesmanship. * * * We shall remember that America knew how to handle herself in such a way as not only to help herself but also to serve the rest of the world."

Outline of Contents for August 15th, 1914

	PAGE
Executive Committee Meeting	- - - - 3
Important Treasury Conference	- - - - 3
World's Commercial Fleets	- - - - 5
Commerce Statistics for Year	- - - 5, etc
Directors' Southern Trip	- - - 8 and 9
Commercial Organization Activities	- 14 and 15
Cincinnati Convention of Secretaries	- - - 16

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CIVILIZATION will be retarded instead of advanced by the European war, no matter who may be the victor; for a serious setback will be experienced by the manufacturing countries of Europe and by agriculture in those countries, the cause being the same in both cases—the sudden and arbitrary withdrawal of men and capital from productive employment. This will ultimately be an economic loss spread throughout the world.

There will be no exultation in the United States over national advantages in broadened export fields or over insistent demands for our food-stuffs, due to the unfortunate situation of our competitors; for American business men have been showing abundantly their ability to compete in foreign markets under normal conditions.

Fortunately for the world and its emergency, the port conditions of the United States have been undergoing rapid change and improvement. This is particularly true of the Pacific coast now fronting on the awakening Orient, and around the Gulf. Five pages of this issue of THE NATION'S BUSINESS are set aside for a picture of the foreign commerce of the United States during the fiscal year just ended. The rapid increase of dock facilities, the steady deepening of channels, new methods of navigating shallow water,—all these things will enable us to deal with the sudden accession of the world's demands upon us.

Closely related to this improving port equipment is the completion and opening of the Panama Canal which by a strange co-incidence is ready, ten years after its initiation, just at the moment when its aid to the transportation of the world is most urgent.

If now in association with our improved port conditions and the short cut provided by the Panama Canal, we will permit ourselves to consider the commercial shipping equipment of the world as set forth on page 5 we shall perceive that the moment the seas are safe from hostile fleets or vessels,—and that moment cannot be long delayed,—then there becomes available for this great producing nation, the transport facilities of the major portion of all existing mercantile fleets. The commercial vessels of the leading nations will of necessity find in the Western hemisphere their chief hope for cargoes. Consequent-

ly there should be little fear as to the transportation of exports, but rather an optimistic preparation for the increased activities which are sure to be ours in the immediate future.

Particularly should our optimism be extended to the countries of South America, since they unquestionably will need our reassurance and strength in adjusting themselves to financial conditions that it was impossible for them to foresee as short a time as twenty days ago. The suspension of specie payments in Montevideo, the complete cessation of the chief business of Chili, the abeyance of banking in cities in Brazil and in Peru,—all these things are due to the momentary shock of complete separation from European financial strength. From this shock, recovery is certain if the great capacity of the leading business forces of the United States is used to steady the public mind here and in South America.

The constructive power of the Federal Government, in association with our financial leaders, has already been shown in a splendid manner; the requirements of the country for currency have been met unobtrusively and most effectively. The timely organization of the Federal Reserve Board, in itself, presents a new means of avoiding panic and of marshalling the financial resources of the country.

Summing up the reasons for facing the future quietly:—we see in our port facilities a preparedness for meeting the needs of the world; we see in the Panama Canal an economy in time and distance when supplying the needs of the world; we see in the world's fleets needed vehicles for our supplies; and we see in the completion of the Federal Reserve Board a stabilizing influence that will enable the finances of the United States to withstand this and any other shock to credit arising from a temporary state of war.

THE sudden rise in prices of staple foodstuffs which has been noticed throughout the United States between August 1st and August 15th has been generally attributed to the direct influence of the European war. The advances have been so marked as to prompt many lines of investigation both local and Federal.

Without entering into a discussion relative to the increasing sensitiveness of the world to a disturbance in any part of the world, it seems appropriate

to point out the summons which the high cost of living has in it for any who are in any way responsible for controlling the machinery of distribution. It is to be hoped that the many commercial organizations of the nation that have been interesting themselves in municipal markets and the economies of distribution which are involved in their proper administration will take this occasion for pushing investigations to a conclusion. So much of the happiness of the individual depends upon being able to live satisfactorily within the limits of his income—and the average income is small—that no subject affects more people interestingly than this of organized effort to hold the necessities of life within reach of humble incomes.

Among the evidences of an intelligent desire to secure good results from the acute condition at present existing, the Department of Weights, Measures and Markets in the District of Columbia proposes that Congress shall make the city of Washington an experimental ground for the development of scientific methods of food distribution, making such appropriations as may be necessary for securing results in Washington and rendering these results available throughout the nation. In a statement put out by the District Department of Weights, Measures and Markets appear the following paragraphs:

"In this we have the promise of the full cooperation, guidance and assistance of the office of markets and of the Bureau of Chemistry of the Department of Agriculture, and the Bureau of Standards of the Department of Commerce. Thus, if Congress will but provide the means, there is opportunity to perform a constructive work for the benefit of the entire nation.

"Washington is the logical place for this work to be first undertaken as it can here be carried out under the supervision of Congress, and under the direct guidance of the best authorities on this subject that the Federal departments have available.

"The same problem has been staring every manufacturer in the face for years. Many have been solving the problem by taking over and organizing for their own benefit the means of distribution of their products and in some cases their raw materials. The problem here, then, is by no means new. It is merely a matter of applying to the municipality for the benefit of consumers and producers alike, methods that have worked well in large business concerns, and this can be done without injustice to a scientifically organized body of useful middlemen."

AT a moment when in many communities there is timidity and uncertainty relative to the business future it is distinctly the task of the commercial secretary to maintain and put forth reassuring thoughts relative to this country, its resources, its home markets and the small proportion of exports hitherto taking place.

For such a reason it is considered appropriate at this time to urge every secretary who possibly can do so to be present at the Convention of secretaries in Cincinnati, September 28, 29 and 30, for if there are secretaries who feel themselves only partially prepared for the task and responsibility which is upon them, such an occasion gives them an opportunity to take the short cut method of learning and to gather ideas from the brotherhood of secretaries, every member of which is glad to pass on to others the workable ideas that have done well in his community.

In view of conditions it is safe to say that no more important gathering

of secretaries has ever been arranged for. Each organization should from motives of self-interest arrange for the presence of its secretary.

Committee Notices

The Executive Committee of the Chamber of Commerce has been again summoned to meet in Washington at 9:30 Wednesday, August 19.

The Committee on Statistics and Standards will, on August 20, report on the grain crop of the United States as of August 14.

The Committee on Statistics and Standards is co-operating with the Bureau of the Census in securing the suggestions of business men that will make the census of manufactures for 1914 of increased value to the commercial and industrial interests of the Nation.

War Questions

Members of the Chamber will be promptly advised of all action taken concerning the emergency measures which are being considered to relieve pending conditions with respect to trade and commerce. Requests from members for information in regard to shipping, contraband of war, etc., are being handled as rapidly as possible.

The different governmental departments are co-operating with us in every way and members may rest assured that information requested will be forwarded to them with the least possible delay.

An Interdepartmental Committee has been appointed consisting of representatives from the State Department and the Department of Commerce. Mr. A. H. Baldwin, Chief of the Bureau of Foreign and Domestic Commerce is a member of that Committee. The purpose of the Committee is to take such action as would tend to render prompt service by the Federal Government in connection with furnishing information regarding commerce and industry during the present situation. We are advised that the Commercial Attachés provided for under the recent appropriation by Congress will be appointed within a short time. Special agents to investigate our trade with Central and South American countries for which there was appropriated \$50,000 will be appointed as soon as possible. It is also understood that some additional commercial agents will be appointed under the \$75,000 appropriation to promote commerce with foreign countries.

Trust Legislation

On August 5 by a vote of 53 to 16 (27 not voting) the Senate passed the bill for a trade commission, in the form recommended by the Senate Committee on Interstate Commerce with some amendments made in the Senate. The amendments adopted in the last three days were an express provision that orders of the trade commission, or judgments of the courts in enforcing the orders, are in no way to relieve any one from liability under the Sherman Act, and a provision which permits persons who have made complaints to the trade commission to appear in person or by counsel in court proceedings.

On August 3 the Senate decisively rejected a proposal that any one damaged by practices declared by the commission to be unfair competition should have a right of action with treble damages. The Senate also refused to accept an amendment which attempted to define "unfair competition."

Immediately after the Senate passed the bill for a trade commission it took up the Clayton bill.

The Government and Business Men in Conference

The disturbance of finance, transportation and exports, through the sudden development of the European war on and after the first of August, has served to give a reassuring illustration to the American public and to the world relative to the quick adaptability of the American mind to unexpected problems as they arise. The following columns show the prompt realization of the Executive Committee of the National Chamber relative to national needs, the truly extraordinary gathering of business forces in conference with Secretary McAdoo, and the broad sympathetic utterance of President Wilson relative to the cooperation between the Government and business. He said: "It is worth while to maintain the kind of connection which is here momentarily established."

Executive Committee Meeting

New York, August 13

ASPECIAL meeting of the Executive Committee of the Chamber of Commerce of the United States was held in New York City, August 13 to consider general business conditions throughout the country and as affecting foreign trade resulting from the emergencies developed by the general war in Europe.

The policy of the Chamber provides for the direct submission of all proposed courses of action to its membership in all parts of the country, but it was the unanimous judgment of the Committee that present conditions warranted the assumption of responsibility for a statement which it was confident would reflect the general attitude of the entire membership.

These sentiments were set forth in the following resolutions which were unanimously adopted and which will be transmitted immediately to the membership.

Financing Foreign Trade

Resolved, That under present abnormal conditions, one of the most necessary measures of relief is provision for financing our exports and imports. It is the opinion of this Committee that the United States Treasury Department, the newly created Federal Reserve Board and our Banks, should immediately devise a plan for meeting the situation, which will provide the funds needed for financing the foreign trade of the country.

War Risk Insurance

Resolved, That as the greater part of marine insurance is written abroad, and as, notwithstanding this fact, the British and French Governments have found it necessary to write war risks on British ships and their cargoes, it appears desirable that the United States Government should at once consider taking similar action in respect to vessels flying the American flag engaged in the foreign trade and their cargoes.

Adequate Merchant Marine

Resolved, That we appreciate the efforts that are being made by Congress and the Administration to meet the present emergency with regard to the movement of our over-seas commerce, but we believe that the time has arrived for constructive steps to provide for the up-building of a permanent and adequate American merchant marine and the establishment of passenger mail and freight lines operating under our own flag to the leading countries of the world. This need has now been made so apparent to the entire country that we urge measures for the solution of the problem be undertaken at once.

Special Committee

Resolved, That the Chamber appoint at once a Special Committee, of not less than five, to devise ways and means of promoting the cooperation of the United States Government, through its various Bureaus and De-

President Wilson's Speech To the Delegation of Business Men

August 14, 1914

I AM very much obliged to you for paying me the compliment of calling upon me in this way, though interrupting the important work you are assembled to do and I certainly shall not detain you from that work by any speech of any kind. But I cannot refrain from expressing my gratification at conferences of this sort, where the method by which the government in all its departments can cooperate with the business and life of the country can be shown more intimately than it has ever been shown before. If we get no other benefit out of the present trying circumstances in the world at large, we shall at least get this benefit: We shall enjoy a period when we meet each other not as members of different parties, all our prejudices fallen away from us, coming together as Americans for a common object that is not touched with selfishness or personal ambition of any sort. Surely handsome results will come out of the spirit in which conferences of this kind are held.

I believe you will discover, those of you who did not know it before, that this government has means, somewhat fully developed means, for assisting the commercial and industrial operations of the country; and that, there-

fore, it is worth while to maintain the kind of connection which is here momentarily established. We have been face to face with very critical circumstances. For my own part, I feel that the period of apprehension has passed and that the period of steady, sensible, concerted, constructive action has come, and that we are in the temper to bring that action about in the most effectual way. I am sure that all of us here wish to put ourselves at your disposal, as I am sure you would wish to put yourselves at our disposal, to work out a common means for a common end. Such a conference as this furnishes acceptable proof to the country that the antagonism between government and business has disappeared and that there has come upon business the spirit of generous rivalry and cooperation which is the essence of statesmanship.

I have no thought except the thought of self-gratulation in the matter, because, as I have said, this is not a selfish but a wholly public-spirited operation, a thing that we shall look back to with pride. We shall remember that America knew how to handle herself in such a way as not only to help herself but also to serve the rest of the world.

Secretary McAdoo announced to the representatives of the business world attending that the Government was willing and anxious to cooperate in the solution of the pressing problems of exportation, shipping and exchange, and the representatives present heartily assured the Secretary that the business interests were equally as willing and ready to cooperate with the Government. The Secretary said that he hoped the representatives of the conference would remain in Washington until results were obtained. He expressed the opinion that while the problems were serious and pressing they could be easily solved by determination, intelligent action and cooperation.

THREE QUESTIONS INVOLVED

It was the consensus of opinion that the three pressing questions were the restoration of the market for foreign bills of exchange, the provision of means for transporting grain, cotton and other merchandise abroad, and war risk insurance. Several of the representatives expressed the opinion that in connection with the passage of the pending bill for the registry of ships under the American flag, the Government should undertake to insure ships flying the American flag against war risk. Such an undertaking of war risk insurance should be temporary, it was said, and purely to meet the pending emergency, and should be conducted upon a business basis, the Government to receive premiums for the insurance issued. It was stated that with the enlarged registry of American ships and action by the Government supplement-

ing what private companies might be able to do in connection with insurance, the question of exports of grain and cotton and of foreign exchange would rapidly solve themselves. Foreign exchange, it was declared, will find its equilibrium when the United States gets the ships and moves the grain.

To illustrate the pressing needs, representatives at the conference called attention to the congestion of American grain and other staples at the seaports and in the interior awaiting transportation. It was pointed out that Great Britain, France, Belgium are now insuring the vessels and cargoes flying their respective flags against war risks. In order to provide workable means of cooperating with the Government, the conference resolved itself into a committee, with Honorable Seth Low as Chairman, and adopted the following resolutions:

BILLS OF EXCHANGE

Resolved, That this conference representing the business interests of all sections of the country, expresses its high appreciation of the prompt and effective action of the President and Congress and the Secretary of the Treasury in affording a prompt solution of the currency difficulties created by the sudden outbreak of war in Europe on a colossal scale, and that this conference urges upon the Government, the Secretary of the Treasury and the Federal Reserve Board to continue its cooperation by adopting such measures and rendering such prompt assistance as may be necessary to enable the country to cope with the difficulties created by the unprecedented disarrangement of foreign trade now existing, and recommends especially that immediate assistance be provided to permit the negotiation of bills of exchange against the shipment of products to foreign markets so that the congestion already prevailing may be at once relieved and that the financial balance of trade may become in our favor."

WAR RISK INSURANCE

Resolved, That this conference urge the United States Government to establish a Bureau of War Risk Insurance, to be administered under the direction of a suitable Government department by a board of three or five members, which shall assume the risks of war on American vessels and American cargoes shipped or to be shipped thereon, whenever in the judgment of the board it shall appear that American vessels or shippers on American vessels are unable, in any particular trade, to compete on equal terms with the vessels or shippers of other nationalities by reason of the protection offered such other carriers or shippers by arrangements for war indemnity through their Governments, and that such board have power to fix rates of premium subject to change to each country or for each class of cargo."

MERCHANT MARINE

Resolved, That the present opportunity to extend American foreign trade and the opportunity now to begin the creation of a mercantile ma-

Treasury Conference

(Continued)

rine under the United States flag is so great that this conference appeals to Congress by immediate and effective legislation and by necessary changes in our navigation laws to make it possible for our citizens without discrimination to buy and operate ships under American registry in foreign trade on equal competitive terms with all other maritime nations."

COMMITTEES APPOINTED

Resolved. That this conference deeply appreciates and earnestly and sympathetically responds to the suggestion of the Secretary of the Treasury in his opening address that the cooperation of the business interests of the country with the Government and its various Departments should prevail, and in order that such may be effectively and most promptly accomplished, be it

Resolved. That it is the sense of this conference that a standing committee should be appointed, composed of recognized experts in foreign exchange, marine and insurance problems and in ocean transportation problems in order that, if desired, in cooperation with the appropriate committee of Congress bills may be immediately framed for consideration designed to promote the accomplishment of these greatly to be desired ends."

In accordance with the above resolutions, the conference appointed the following committee, composed of experts on war risk insurance, transportation and foreign exchange, with Mr. Low as Chairman, to remain in Washington and confer with representatives of the Government as to the best means of solving the problems:

WAR RISK INSURANCE

Messrs. Hendon Chubb, of New York; J. Parker Kirlin, of New York; E. H. Outerbridge, of New York; F. G. Crowell, of Kansas City, Mo.

TRANSPORTATION

Messrs. J. A. Farrell, of New York; P. A. S. Franklin, of New York; Robert Dollar, of San Francisco; Bernard N. Baker, of Baltimore.

FOREIGN EXCHANGE

Messrs. A. J. Hemphill, of New York; Festus J. Wade, of St. Louis; Henry R. Ickelheimer, of New York; John J. Arnold, of Chicago.

Secretary McAdoo appointed Mr. A. C. Miller, of the Federal Reserve Board, as the representative of the Treasury Department to confer with the members of the conference committee dealing with the subject of war risk insurance; Mr. F. A. Delano, of the Federal Reserve Board, to confer with the members of the conference committee dealing with the subject of transportation; and Mr. Paul M. Warburg, of the Federal Reserve Board, to confer with the members of the conference committee dealing with the subject of foreign exchange.

Secretary McAdoo announced to the conference that he expected to call a meeting on cotton within a week.

The following gentlemen attended the conference, as representing the bodies in connection with which their names appear:

CHAMBER OF COMMERCE OF THE UNITED STATES:—Frederick Bode, of Chicago; James G. Cutler, of Rochester; John Joy Edson, of Washington, D. C.; John H. Fahey, of Boston; H. L. Ferguson, of Newport News; A. H. Mulliken, of Chicago; R. G. Rhett, of Charleston, S. C.

NATIONAL FOREIGN TRADE COUNCIL:—Samuel D. Capen, of St. Louis; J. A. G. Carson, of Savannah; E. A. S. Clarke, of New York; Robert Dollar,

of San Francisco; James A. Farrell, of New York; P. A. S. Franklin, of New York; James J. Hill, of St. Paul; Edwin N. Hurley, of Chicago; Barton Myers, of Norfolk; Welding Ring, of New York; John D. Ryan, of New York; W. D. Simmons, of Philadelphia; E. P. Thomas, of New York.

NEW YORK CLEARING HOUSE ASSOCIATION:—J. S. Alexander, William Woodward.

CHICAGO CLEARING HOUSE ASSOCIATION:—John J. Arnold, H. G. P. Deans, Joseph McCurrach.

ST. LOUIS CLEARING HOUSE ASSOCIATION:—David R. Francis, Breckinridge Jones, Festus J. Wade.

KANSAS CITY CLEARING HOUSE ASSOCIATION:—F. G. Crowell.

NEW YORK CHAMBER OF COMMERCE:—Hendon Chubb, H. R. Eldridge, J. Parker Kirlin, Seth Low, E. H. Outerbridge, W. B. Pollock.

NEW YORK PRODUCE EXCHANGE:—Charles A. Robinson.

CHICAGO BOARD OF TRADE:—Julius Barnes, John Bassett Moore, H. E. Rycroft.

WEST AND NORTHWEST MILLING INTERESTS:—James G. Andrews, of Minneapolis; W. L. Harvey, of New Prague, Minn.; L. E. Moses, of Kansas City, Missouri; F. R. Eaton, Washburn-Crosby Co., Minneapolis.

BALTIMORE BANKING, GRAIN AND SHIPPING INTERESTS:—Bernard N. Baker, William Ingle, Blanchard Randall, J. C. Whitney.

NEW YORK FOREIGN EXCHANG, BANKING AND STEAMSHIP INTERESTS:—William L. Benedict, of Kidder, Peabody & Co.; James Brown, of Brown Bros. & Co.; F. Q. Brown, of Redmond & Co.; H. R. Ickelheimer, of Heidelberg, Ickelheimer & Co.; J. P. Morgan, of J. P. Morgan & Co.; James Speyer, of Speyer & Co.; Benjamin Strong, Jr., of Bankers Trust Co.; August Ulrich, of Ladenburg, Thalmann & Co.; A. J. Hemphill, Pliny Fisk, John A. Donald, Wilbur C. Fisk.

BOSTON BANKING INTERESTS:—Josiah Quincy.

SOUTHERN COTTON CONGRESS:—C. W. Priddy, of Norfolk; J. C. Mayfield, of Barnwell, S. C.

Action of Committees

The committees selected by the conference are at work, and two of them have already made tentative suggestions. The Committee on Exchange will probably suggest (1) that the Treasury Department be requested to deposit funds in leading financial and exporting centers exclusively for the purpose of facilitating exports, (2) that the State Department be requested to take up with the British Government the question of release of funds and goods now held in London or elsewhere as a result of the sale or diversion of shipments, and (3) that the Federal Reserve Board be requested, as opportunity offers, to consider the establishment of an international clearing house for settlement of debits and credits.

The Committee on Transportation at once studied the bill now pending in Congress, and to be voted upon by the Senate on August 17, for admitting foreign-built vessels to American registry. Subsequently, it will undertake to obtain a revision of the navigation laws of the United States, some of which have been unchanged since 1792.

The Committee on War Risk Insurance will meet Monday morning to draft the preliminary form of a bill for introduction in Congress.

MEETING OF AUGUST 19

On August 19 the tentative pro-

posals of the three committees of the conference will be considered in a joint meeting at which the Executive Committee of the National Chamber will be in attendance.

District of Hawaii

THE following interesting statistics and statements reached us too late to be included in the pages of port statistics to be found elsewhere in this issue.

Imports into the District of Hawaii declined slightly during the past fiscal year. In 1913 the value of imports was \$6,873,531, while in the year just ended, the value of imports was \$6,282,558.

Exports from the District of Hawaii show an upward tendency, increasing from \$764,691 in 1913 to \$915,245 in the year just ended.

In addition to these exports, however, it should be remembered to the credit of the District of Hawaii that it is a very extensive shipper of domestic products to continental United States. These products do not appear in any statement of its value of exports. In the year just ended Hawaii shipped \$40,628,447 worth of such products.

Raw sugar represented \$32,108,011 in this great total and fruits and nuts \$4,783,605. Refined sugar amounted to \$1,079,909. Raw coffee was valued at \$657,089; rice, hides and other products represented about \$2,000,000 worth last year.

The chief countries supplying imports into the District of Hawaii were Japan, \$2,516,463; British India, \$950,304; Germany, \$696,197. Imports from the United States, which do not appear as foreign trade of the District of Hawaii, were during the year \$29,267,699.

It will thus be seen that the total imports into the District during the year were \$35,550,257; while the exports from Hawaii were \$41,594,072.

Duties on imports fell from \$1,869,513.89 in 1913 to \$1,135,759.41 in 1914.

PORT IMPROVEMENTS

During the same period physical improvements have been as follows:

Rebuilding 100,000 square feet of pier covering 77,000 square feet of same with wharf shed.

Installing increased fire protection with extra fresh water connections and also sand containers and fire extinguishers.

Floating Dry Dock to supersede an old dock which had become obsolete. This Dry Dock has a lifting capacity of 4,500 tons with a clear width of 76 feet, is 352 feet long and will take vessels of 23 feet 6 inches draft. The channel has been dredged to a depth of 35 feet below mean low water, with a width of 400 feet and work is continuing with greater improvement of the channel.

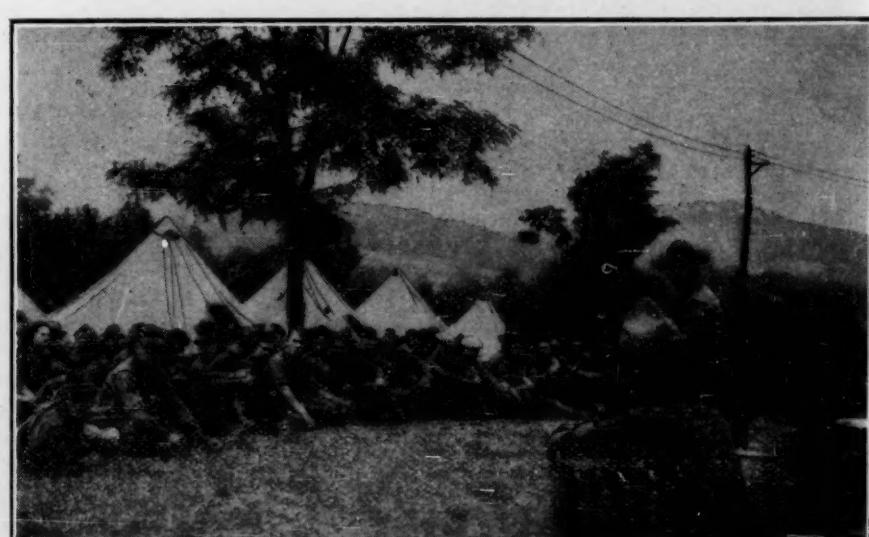
Mr. Waldo's Change

It is announced that Richard H. Waldo, until now business manager of *Good Housekeeping Magazine*, will assume general administrative duties in connection with a strengthening of the business side of the *New York Tribune*. Mr. Waldo is well known as an advocate of truthful advertising and was largely responsible for the adoption of the Truth emblem by the Associated Advertising Clubs of the World. He is Chairman of the publicity committee of the United States Chamber of Commerce and was recently selected to direct the publicity of the American Public Health Association. Mr. Waldo will have no particular title on the *Tribune* but will be closely associated with G. Vernon Rogers, general manager of the company. He will assume his new duties on September 1st.

Military Camps

AS stated in THE NATION'S BUSINESS of last January, there were, during 1913, two military instruction camps for students, maintained by the United States. These were at Monterey, California, and Gettysburg, Pennsylvania. This year there are four such camps: at Monterey, California; Ludington, Michigan; Burlington, Vermont, and Asheville, North Carolina. College, university, and the older high school students have been accepted at these camps for five weeks' instruction, on the following basis: cash in advance, \$22.50, of which \$17.50 is used for subsistence, and \$5.00 held against damage to United States property, which amount is returned to the student should no charge accrue against him. The student is expected to pay his transportation to and from the camp.

During the five weeks the students pass under strict army discipline, as to rising hours, setting up exercises, hiking, drilling, range shooting, etc. Associated with the students are a number of regulars. The results this year appear already to have been very satisfactory. On the basis of advance payment worked out, this new feature of instruction is costing the United States nothing beyond the ordinary expenses accruing to camping and drills of the regular forces. An idea of the interest aroused can be gained by consideration of the number of States from which the 120 students at Asheville, North Carolina, were drawn. The States represented by these students were, Alabama, California, Connecticut, Delaware, District of Columbia, Georgia, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Missouri, New Jersey, New York City, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, West Virginia.



GIVING FIRST GENERAL INSTRUCTIONS, ASHEVILLE

Shipping Facilities Ample for American Commerce

Should the present naval activities result in clearing the Atlantic Ocean of belligerent vessels, it will be seen from the following official figures that when temporary, abnormal conditions disappear there will be ships enough, not eliminated by exigencies of war, to accommodate our ports. It is apparent that this hemisphere will be the greatest freight producer while the present war lasts.

The following table, based on the figures of the Bureau Veritas, and taking into consideration only steam vessels of more than 100 tons net burden and sailing vessels of more than 50 tons net burden, shows the distribution among the principal maritime countries, of the world's commercial fleet at the end of the operating year 1913-1914.

The total tonnage launched in 1913 for the world's commercial fleet proves to have been 3,332,882 tons, as compared with 2,901,769 tons in 1912; with 1,650,150 tons in 1911; and with 1,957,853 tons in 1910. Of the world's production of ships in 1913, the share of England was in excess of that of all other countries combined, being 1,932,153 tons, or approximately 58 per cent

of the total production. Next after England came Germany with 465,226 tons, a figure about 90,000 tons greater than that for the same country in 1912. The United States holds the third place with 276,448 tons. France comes fourth in the list, with 176,095 tons. Then follow Holland, with 104,296 tons; Japan, with 64,664 tons; and Austria-Hungary, with 61,757 tons.

If there be deducted from the tonnage launched in 1913 that of the vessels wrecked or broken up during the year, the remainder, representing the net increase of the world's commercial tonnage in 1913, is 2,650,000 tons, compared with 2,200,000 tons in 1912, with 1,790,000 tons in 1911 and with 1,040,000 tons in 1910.

NUMBER OF SHIPS AND NET TONNAGE OF WORLD'S COMMERCIAL FLEET AT END OF 1913-1914

Countries.	Sailing Vessels.		Steam Vessels.		Total Tonnage in Terms Net	No. of Steam Vessels.	Tonnage.
	No.	Net Tons.	No.	Tons.			
Great Britain	4,945	935,000	6,594	10,786,000	11,539	11,097,000	
Germany	1,041	427,000	1,510	2,853,000	2,551	2,995,000	
United States	2,993	1,215,000	1,103	1,482,000	4,096	1,887,000	
Norway	861	601,000	1,266	1,109,000	2,127	1,309,000	
France	877	434,000	692	1,014,000	1,569	1,159,000	
Japan	1,308	167,000	803	953,000	2,111	1,009,000	
Italy	934	279,000	537	786,000	1,471	879,000	
Holland	419	48,000	451	783,000	870	799,000	
Russia	3,412	560,000	622	543,000	4,034	730,000	
Sweden	1,117	162,000	940	641,000	2,057	695,000	
Austria-Hungary	127	12,000	345	616,000	472	619,000	
Spain	249	31,000	438	510,000	687	520,000	
Greece	808	143,000	342	449,000	1,150	496,000	
Denmark	615	79,000	470	429,000	1,085	456,000	
Belgium	16	12,000	132	203,000	148	207,000	
Various countries	2,202	525,000	890	684,000	3,092	860,000	
Totals	21,924	5,630,000	17,135	23,841,000	39,059	25,717,000	

The "Bureau Veritas" is the French maritime reporting agency, taking the place for France and most of Continental Europe of the reporting department of the British Lloyds.

[†]The tonnage in terms of steam tonnage is an estimate of the equivalence in steam tonnage of the sum of the sailing tonnage and of the steam tonnage proper. It is arrived at by adding to the actual figures of the steam tonnage one-third of the actual sailing tonnage, sailing vessels being estimated as having one-third of the operating effectiveness of steam vessels.

Utilizing Shallow Waterways

PRESAGING the predicted revolution in inland water navigation, the most modern type of steel self-propelled barge left the wharves of New Orleans on July 6th with a 1,000-ton cargo of sugar, molasses, rice, rosin and lumber for upper Mississippi River points, ending at St. Paul, and will bring down for export a thousand tons of flour.

This craft, known as the Bernhard type of barge, was constructed in shipyards at New Orleans leased by Mr. Bernhard, a young Hollander, who has located at New Orleans for the purpose of proving the claims which he makes as a construction engineer that this modern type of barge will become the standard type and be in use in all inland waters in the United States in the course of time. The demonstration which is being given by the ascent of this barge up

the Mississippi River is all part of a plan for the standardization of craft and of terminal and handling facilities proposed by Mr. John H. Bernhard through the Inland Navigation Bureau. It also includes the item of ship mortgage banks, such as exist in Europe but which do not exist in this country and which are possible only after the standardization of craft which may be moved from one section of the United States to the other.

A unique feature of the trip of this boat is that the New Orleans Association of Commerce has sent on it a ton of rich black Louisiana soil, with a letter to the mayors of the different towns of the upper Mississippi River, advising that this soil, which was sent down by upper River States several thousand years ago, is now being returned. The Association of Commerce used this as a means of driving

home the necessity for federal control of floods and river regulation.

THE BERNHARD BARGE

At hearings in Washington in March last, before the Committee on Commerce of the United States Senate, Mr. Bernhard was present and testified. His testimony as to the dimensions of the barge which is now in operation was as follows:

"It is 240 feet long, 32 feet wide, 8 feet deep, and drawing 6 feet of water. It is equipped with two 75-horsepower gas engines, and has a speed of 8 8/10 miles empty and an average of 7 1/2 when loaded. The cargo is carried on deck so that coal can be spouted quickly on the barge, unhampered by hatches, and be unloaded quickly—the hold of the barge solely used for strengthening purposes and becoming identical to a hollow beam. We have a water-tight bulkhead on either side of the hold, closing this off from the crew's quarters and engine-room; there are five lattice trusses in the hold acting the same as a bridge girder, supported on two ends. That has the great advantage that you can now place steel in the hold where you need it the most. Now, if you can place steel where you need it you can

make the members mostly subject to tension or compression, greatly reducing thereby the strain, the hydraulic pressure underneath the load pressure above directly counteracting each other. The result has been that the hull of this barge of 1,000 tons carrying capacity only weighs 160 tons.

When the designs were made we laid them before six of the large ship yards of the United States and asked for bids. The lowest bid was \$30,000 for the hull, and we had estimated \$20,000, and naturally we looked around to see if we had made a blunder. Not finding any, the directors permitted me to build our own yard in Louisiana to construct our own barges. Fourteen miles below New Orleans, on the banks of Lake Borgne Canal, which this company owns, we built that ship yard, and had to use as labor the negroes taken out of the sugar cane fields.

"When the first barge was being built there, only three or four men on the yard knew anything about shipbuilding. There were only two men who had ever assisted at a launching before—the foreman and myself.

"That goes to explain how simple these barges are. There was not one bent plate in it; every plate was straight when brought into place. We built the hull of these barges within the estimate of \$20,000; in fact, we will average a little below \$20,000 when they are through."

It is suggested that those who are interested in the development of rivers and harbors and the revival of inland navigation procure a copy of Part 2 of the Hearings held March 26-30. Mr. Bernhard, goes into technical explanation as to propellers, rudders, and steering, thus enabling the reader to understand fully the adaptation of the barge to inland navigation.

Noteworthy Effects of the Panama Canal

FOR the first time in Panama Canal history definite information is now given to the growers of the Northwest, and while it only covers dried fruits and canned goods, the saving in freight rates is so tremendous as to point the way to the equally great advantages that all branches in fruit growing are certain to get.

The reductions in dried fruit rates are startling. As compared with the present rate of 100 cents per hundred weight from Portland and Seattle to New York City, the direct water rate through Panama will be 37 1/2 cents, and with dock charges, lighterage and marine insurance, the total rate between the ports will not exceed 40 cents per 100 lbs. Adding the local rates to Portland, the dried fruit shippers will have a through rate from Willamette Valley shipping points to New York City and other Eastern seaports ranging from 48 cents to 63 cents. This will cover more than 85 per cent of the Oregon dried fruit territory, while Clarke County, Washington, will have from Vancouver the low record rate of 45 cents by water as compared with one dollar by rail. Even the Umpqua Valley points 200 miles in the interior from Portland will be able to save \$3.00 and upwards per ton. As a whole the dried fruit growers will save not less than one hundred and sixty dollars on every car handled by water. Dried fruit shippers are astounded at the possibilities which the water movement opens up.

Under the influence of equally low rates, the canning and by-product industries will immediately commence to grow into enormous proportions. For years the crying need of the grower has been for relief in some way as would enable him to utilize his small fruits and by-products on a basis that would assure profit, and the Panama Canal more than fulfills his fondest hopes. The same steamer rate of

37 1/2 cents a 100 lbs. will apply on canned goods, and the whole of the canning field in Western Oregon, Clarke County and the Columbia Valley will save more than one hundred and forty dollars a car. With real steamboat competition on the Columbia and Willamette Rivers, the total saving will run close to two hundred dollars on every car shipped.

Mr. C. A. Malboeuf, Manager of the Fruit Growers' Transportation League, who has been the pioneer and incessant worker for Panama Canal service and rates, modestly states that this is only the beginning of new things. He says: "I have always been a profound believer in Panama because in commercialized terms it means 'prosperity.' Rates on apples, potatoes, soft fruits and all other produce will feel an equal effect in rate reduction, but to my mind the rates will even go lower than the first ones we have been instrumental in getting. We are assured that the apple rates will be announced to us in a very short time, and will be so low as to startle every grower throughout the Northwest. The figures already named on canned goods and dried fruits are simply an index of what we may expect. What we need we shall get. Service to New York this season is a certainty, barring unforeseen accidents to the canal, and there will be enough steamers fitted with refrigeration to carry an immense quantity of our apples to the East by water. W. R. Grace & Company, operating the Atlantic & Pacific line, have named the rates given and their fleet of modern vessels is ready for service. Service to Europe, the Orient, Egypt, South American markets, Australia, and many other countries is almost equally certain this year. The Transportation League is looking after all these matters, and it is now up to the salesman to get busy."—Fruit and Produce Distributor, Portland, Ore.

Foreign Commerce of Last Fiscal Year

The Statistics for the year just ended have unusual interest. They are the first under the new districting method; they are the first under the new tariff, and they will not be safe guides in estimating next year's commerce, because of the European war.

Details showing the value of merchandise from and exported to each of the principal countries during the 12 months ending with June, compared with the preceding fiscal year, have been completed by the Statistical Division of the Bureau of Foreign and Domestic Commerce, Department of Commerce as follows:

IMPORTS FROM:—		12 months ending with June	
Grand divisions:—	1913	1914	
Europe	\$802,866,384	\$805,602,868	
North America	361,943,059	427,399,354	
South America	217,734,629	222,677,075	
Asia	276,494,777	286,952,480	
Oceania	37,543,441	42,144,398	
Africa	26,425,344	19,149,476	
Total	\$1,813,008,234	\$1,893,925,657	

Principal countries:—		12 months ending with June	
Argentina	\$26,803,732	\$45,123,988	
Australia	10,956,200	17,088,534	
Belgium	41,941,014	41,035,532	
Brazil	120,155,855	101,329,073	
Canada	20,571,180	160,689,709	
China	39,010,800	39,382,978	
Cuba	126,088,173	131,303,794	
France	136,877,990	141,446,252	
Germany	188,903,071	189,919,136	
India, British	67,949,259	73,630,880	
Italy	54,107,364	50,407,671	
Japan	91,633,240	107,355,897	
Mexico	77,543,842	92,600,566	
Netherlands	38,180,967	36,204,010	
Russia	29,315,217	23,320,157	
United Kingdom	295,504,940	293,601,304	

North Atlantic Coast Statistics

New York District

THE present customs district of New York includes the city of New York, Jersey City, Perth Amboy, Newark (N. J.) and Albany, Patchogue and Greenport in New York State. The exports through New York City fell off about \$60,000,000 during the past year, and the imports fell off about \$5,000,000.

The following figures are included to permit export and import comparisons both in relation to New York City and the Nation as a whole.

NEW YORK'S MERCHANTISE EXPORTS.

	Total	Gain or Loss	Percent of Increase or Loss
1862	\$130,525,949		
1872	228,510,651	\$97,984,702	75
1882	344,503,775	115,903,124	50
1892	413,952,783	69,449,008	20
1902	490,361,695	76,408,912	18
1912	817,945,803	327,584,108	66
1913	928,617,050	110,671,247	13
1914	804,546,338	-64,070,712	-7

THE NATION'S MERCHANTISE EXPORTS.

	Total	Gain or Loss	Percent of Increase or Loss
1862	\$179,644,024		
1872	428,487,131	\$248,843,107	138
1882	783,239,732	354,752,001	82
1892	1,015,732,011	232,492,279	29
1902	1,355,481,861	339,749,850	33
1912	2,170,319,828	814,838,067	60
1913	2,465,761,910	295,442,082	13
1914	2,304,579,148	-101,182,762	-4

NEW YORK'S PERCENTAGE OF THE NATION'S MERCHANTISE EXPORTS.

	1862	1872	1882	1892	1902	1912	1913	1914
	72%	53%	43%	40%	36%	37%	37%	36%

NEW YORK'S MERCHANTISE IMPORTS.

	Total	Increase	Percent of Increase
1862	\$130,525,949		
1872	416,162,512	\$285,636,563	211
1882	493,060,891	76,898,379	18
1892	536,538,112	43,477,221	8
1902	559,030,849	12,302,737	2
1912	975,744,320	415,813,471	74
1913	1,045,364,612	69,620,323	7
1914	1,040,380,526	-4,984,117	

The gain in imports was caused principally by the heavy increase in the importations of wool and other products which have a free entry under the new tariff law.

Although the number of entries of imports at Boston for the fiscal year of 1914, ending on June 30, were greater by 4,027 than for the same period in 1913, the amount of receipts from customs duties and miscellaneous sources show a decrease of \$8,859,465.07, in comparison with the previous year. The customs receipts for the fiscal year 1913 amounted to \$24,036,780.46 and moneys derived from head tax, tonnage, etc., amounted to \$364,959, making the total for that year \$24,421,740.43, as compared with customs receipts of \$15,177,315.39 and funds from other sources, amounting to \$406,493.51, or a grand total of \$15,673,808.90 for the past fiscal year.

The amount of business done at this port by the customs force during the past fiscal year was greater than for the preceding year, the customs figures showing that 92,540 entries were made by custom house brokers for imports during 1914, as compared with 88,513 during the preceding year.

The fact that wool now comes in duty free under the new tariff can be held responsible for the greater part of the decrease in duties although other imports, which heretofore were dutiable, but now come in free, are responsible in some degree for the falling off in customs receipts.

BOSTON IMPROVEMENTS

Many improvements have taken shape at the port of Boston during the year. Commonwealth Pier 5, 1200 long, 400' wide, with 40' of water alongside, with two-story sheds, begun in December, 1912, has practically been completed. One-half of the pier has been in operation since May 31, 1913, in the service of the Hamburg-American Line, including in 1913 steamers CINCINNATI and CLEVELAND and in 1914 in addition the AMERIKA. The other half of the pier since June 1st has been in use by the White Star Line which is to operate its Mediterranean and Liverpool services from this pier. The cost of this pier is approximately \$2,800,000.

Commonwealth Pier 6 (The Fish Pier) was completed during the year and occupied by the fish business. This represents an investment of approximately \$3,000,000 of which \$1,000,000 was contributed by the State and \$2,000,000 by private capital. The overhead approach to Piers 5 and 6 was started and about 80% finished during the year, costing about \$350,000. A car storage yard with 600-cars capacity for these piers, to cost about \$100,000 was started and one-half finished during the year.

Work on contracts for preparing site of the 1200-foot Dry Dock started during the year and is well advanced. These contracts involve over \$400,000. The total cost of the Dry Dock is to be over \$3,000,000. Bids have been received for the principal contract for the Dry Dock itself.

A wharf property at East Boston, containing ten acres and fronting on the Main Ship Channel has been acquired by condemnation; the old structures removed and the work has begun on a new pier to be approximately 900 feet long. Sixty other acres, mostly of tide flats, have been acquired by eminent domain to furnish a mainland connection with several hundred acres of tide flats owned by the State which it is proposed to reclaim in the future.

Work has been continued by the Federal Government on the 35-foot project of the full main ship channel. The full depth is available for at least one-half the width of the channel. The work now in progress consists in removing a certain ledge which obstructs the other half. The work has been so well advanced that it is hoped that it will be finished during the year 1914.

Philadelphia District

ALTHOUGH the value of imports at this port shows an increase for the fiscal year ended June 30 last, as compared with the year ended June 30, 1913, there was a large decrease in the customs receipts and also in the value of exports, according to figures made public by Collector Berry.

In June last the value of imports and the duties collected shows an increase when compared with the corresponding month of last year, while the value of exports shows a decrease.

In the last fiscal year the value of imports was \$96,483,412, an increase of \$3,273,754, compared with the previous fiscal year, when the value of imports reached \$93,209,658. In the value of exports there was a decrease of \$11,300,787 for the fiscal year ending June 30 this year, when the exports reached \$64,809,040, compared with the fiscal year ending June 30, 1913, when values totaled \$76,169,827. The duties collected for the fiscal year ending June 30 last were \$17,619,187.58, showing a decrease of \$2,761,477.51, compared with previous fiscal year, when duties collected reached \$20,380,665.09.

COMMERCE COMPARISONS

	EXPORTS.	IMPORTS.	DUTIES.
1892	\$58,541,457	\$60,006,791	\$9,087,545
1902	80,383,403	47,750,342	18,964,233
1912	69,069,730	85,038,185	19,152,021
1913	76,069,867	93,209,678	20,380,665
1914	64,809,040	96,483,412	17,619,187

Maryland District

Imports increased in the Maryland District about \$1,000,000 during the year while exports decreased about \$7,000,000. The two years are compared below:

	1913	1914
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Foreign Commerce of Last Fiscal Year (Continued)

Rhode Island District

The ports of Providence and Newport are included in the Rhode Island District for the year ending June 30, 1914. This district imported goods to the value of \$2,293,66; it exported goods to the value of \$5,998. The collections of the District were \$581,143. Compared with the customs receipts of last year, which were for Newport \$41,213.64 and for Providence \$808,758.95, it will be seen that there is a falling off of about \$250,000 in customs receipts in this District. The imports into Newport, R. I., in the preceding fiscal year were \$188,868, and Providence \$2,481,838. The

exports from Newport were inappreciable and from Providence, \$656.

Connecticut District

The Connecticut District which heretofore comprised Hartford, showed a gain in imports during the year and a heavy loss in exports. The imports for this District in the year ending June 30, 1913, were \$4,395,457. In the fiscal year just ended they were \$5,318,526. The exports for the Connecticut District for the year just ended were \$8,617 and for the preceding year they were \$858,239. The collections in the District during the year just ended were \$1,005,524.46.

Pacific Coast Statistics

Oregon District

CUSTOMS receipts for the district of Oregon, which includes Portland, Astoria, Coos Bay and Yaquina Bay, were \$110,215 short of the year 1912-13, \$597,735, having been collected in 1913-1914, against \$707,950 for the previous year, the decrease of about 15½ per cent being charged to the new tariff schedule. Duties for 1912-13 were \$684,259 and for 1913-1914 were \$583,793.

Collections at Portland for 1912-1913 were \$689,259 and duties \$678,170.65, and for 1911-1912 collections were \$650,513.40 and duties \$646,211.92. It was in 1913-1914 that the outside ports were brought under the jurisdiction of the Portland Custom House.

Exports for 1913-1914.

	1914	Value.
Wheat, bushels	6,730,823	\$ 5,705,402
Flour, barrels	702,646	2,725,138
Barley, bushels	3,041,348	1,934,532
Lumber, feet	189,135,766	2,203,185
Miscellaneous freight		415,104
Total value		\$12,983,361

Exports for 1912-1913.

	1913	Value.
Wheat, bushels	8,147,139	\$ 6,965,232
Flour, barrels	558,665	2,214,485
Barley, bushels	1,764,591	1,276,841
Lumber, feet	140,705,000	1,663,835
Miscellaneous freight		464,891
Total value		\$12,585,284

Oregon products sent abroad from Portland during the fiscal year just ended represented a value of nearly \$13,000,000, or about \$400,000 more than last year, which was the banner period.

Columbia River Improvements

Portland and the Columbia have made great progress the past year in providing channel and harbor for deep sea ships. The United States Government finished last Fall what is known as the South Jetty at the mouth of the River, at an aggregate cost of about \$10,000,000. This jetty, seven miles in length, projects right out into the ocean where there is an unbroken shore-line, and is one of the most remarkable pieces of construction work of this type ever undertaken on the continent. Its influence upon the channel across the Bar has improved rapidly, and one course now has a depth of 30 feet at low water, or 37 to 39 feet at high tide. This channel of greatest depth is not generally used yet, but the width being made will no doubt soon make it available for all craft.

Construction has been launched on a large scale during the past twelve months on the North Jetty, which is the last step in the 40-foot project for the Bar. This work, which is estimated to cost \$3,000,000 to \$5,000,000, will be pressed with energy.

Reconstruction of the sea-going

dredge Chinook, for operations on the Bar at the mouth of the river, has been finished during the Winter months. Where this craft formerly had two pumps of but 20-inch capacity, it now has four, two of the 20-inch size, and two of a 30-inch size. With this redoubled capacity, the craft is busy in the sea channel.

On the river between Portland and the sea two new pipe-line dredges built by the Federal government, have gone into commission recently. Added to the fleet maintained on the river by the Federal government and the local authorities, there are now five pipe-line dredges in operation, and one suction dredge, all digging for the 30-foot channel between the Bar and Portland. Assurance is given that this depth will be nearly attained before the current year expires.

Portland Harbor Improvements

In Portland Harbor two new municipal docks are being finished, one that will have a wharf frontage of nearly 1,000 feet, and an open slip of 450 feet frontage, and the second unit of the municipal construction will have a frontage of about 500 feet. Back of the first unit there are being constructed storage facilities and other conveniences. This work is under way as a result of a \$2,500,000 bond issue made by the municipality, and the creation of the Commission of Public Docks. It is the purpose to follow this construction work of the past year energetically, until the municipality has an extensive dock system.

Celilo Canal

On the inland waters reaching this harbor there has been heavy improvement work in progress during the year. The most important of these projects is the construction of the Celilo Canal, nine miles in length, situated 110 miles up the Columbia from Portland, and costing above \$5,000,000. This will be finished about the first month of the coming year, and will open to continuous navigation about 400 miles of the Columbia river, and give entry to the Snake which has more than 200 miles of water navigable for most all the year to medium sized river craft. Completion of the Celilo Canal will be marked by development of the most aggressive river transportation system that has been seen on the Columbia since the advent of the railways, plans for this work already being well under way.

Another important event in development of the interior channels back of the Portland Harbor is the purchase by the Federal government the past year of the Oregon City locks, in the Willamette River, twelve miles above Portland. For this purchase the State of Oregon has furnished half the funds. As soon as the title is perfected, the locks will be reconstructed,

given increased capacity, and opened to free navigation. This will open to free river intercourse 50 miles of river for the entire year, and 120 miles for a portion of each twelve months.

Astoria

Astoria, the first port on the Columbia entering from the sea, has launched the most aggressive work in its history the current year. The municipality has issued bonds for something less than \$1,000,000 and is building one big dock for transfer business, is constructing an extensive seawall, and doing other work. A short distance from this dock the Great Northern Railway is constructing a small dock for the handling of two big passenger boats that will be operated after this year between Astoria and San Francisco.

Other channel and harbor improvement work is in progress in numerous of the districts known as the Columbia Basin, all with a view to readiness for a vast increase in water-borne traffic.

Coos Bay Development

Definite and rapid progress is being made relative to the development of the Port of Coos Bay on the Oregon coast. People of the District have bonded themselves for \$300,000 and have let a contract to the Seattle Dredging Company to secure a depth of water, 25 feet at mean low tide, from the head of navigation on Coos River to the bar with suitable turning basins in front of the cities of North Bend and Marshfield. The Southern Pacific last year constructed a line from North Bend to Marshfield and purchased the terminal railway extending through Marshfield. The Southern Pacific is also building a line from Eugene, Oregon, the Coos Bay, the last harbor on the Pacific Coast to be connected by railway with the balance of the United States. The proximity of coal fields and the immense supply of standing timber of all kinds are expected to result in a very active development of industry at the port of Coos Bay. It is stated that at present there is a depth of 26 feet of water on the bar and that the proposed extension of the North Jetty at the mouth of the Bay will lead to obtaining 40 feet of water.

San Francisco District

FOR the fiscal year 1913-1914 the Customs District of Eureka was included in the San Francisco District. It was not included in San Francisco in the fiscal year 1912-1913. The duties and receipts of Eureka are not included in the figures given below for the fiscal year 1913-1914.

San Francisco exports and imports have showed a steady increase for a series of years back with the single exception of the imports of the year 1913 over the year 1912, when imports showed a very slight decrease.

Foreign Exports by sea for the Custom House District of San Francisco for the fiscal year ending June 30th, 1914, amounted to \$62,530,538,

1912-1913 64,881,597
1913-1914 62,530,538

Foreign imports by sea for the fiscal year ending June 30, 1914, amounted to \$66,394,289, which is the record fiscal year in the history of San Francisco.

Imports for the fiscal year 1912-1913 amounted to \$62,522,624.

The duties collected in the Customs District of San Francisco declined nearly \$600,000 as will be seen from the following figures:

Fiscal year 1913-1914, duties \$5,868,251.67.

Fiscal year 1912-1913, duties \$6,436,236.03.

Oakland Improvements

The city of Oakland has provided for a Board of Harbor Commissioners, to act in an advisory capacity and in conjunction with a harbor manager, take charge of the government management and control of the city's water front.

A portion of the duties of the new board will be the completion of the extensive system of municipal wharves with sheds, warehouses, belt line railroad and freight handling appliances. The city of Oakland has expended two and one-half million dollars on her wharves during the last three years and an additional sum, probably one-half to three quarters of a million, is contemplated. This would increase the annual freight handling capacity half a million tons and make effective and productive of revenue, much of the work already completed.

The Oakland Chamber of Commerce worked out the plan of government and management for the water front and harbor of that city, by a harbor commission, and submitted the same to the municipal authorities for adoption.

The Chamber of Commerce plan also included recommendations for continuation of the work of improvement of the municipal wharves on which \$2,500,000 has already been expended by the taxpayers during the past three years.

Fifth Shipping Port

"For the fiscal year ending June, 1913, San Francisco ranked fifth among the Customs Districts of the United States in the value of goods shipped by sea to and from foreign countries and the non-contiguous territory of the United States, according to the figures of the U. S. Department of Commerce. San Francisco ranks first in shipments to and from non-contiguous territory; fifth in imports, and seventh in exports. From the accompanying figures it would appear that New York outranks San Francisco in shipments to non-contiguous territory, but as a matter of fact the U. S. Custom House is unable to give San Francisco credit for several million dollars worth of goods shipped coastwise to Seattle, thence to Alaska, as there is no direct steamer line between San Francisco and Alaska.

	Exports	Imports	Contiguous	Total
New York	\$917,935,988	\$1,048,200,629	\$54,692,287	\$2,020,918,904
Galveston	281,457,858	7,820,638	1,232,328	290,510,824
New Orleans	169,980,277	82,399,100	12,199,543	264,578,920
Boston	69,552,657	146,599,451	2,793,142	218,945,250
SAN FRANCISCO	66,021,385	62,501,681	54,624,087	183,148,053
Philadelphia	76,315,344	93,209,678	453,890	160,978,912
Baltimore	116,474,439	32,895,238	48,724	149,418,401

which shows a falling off in exports of over \$2,000,000 when compared with the export figures of last year as will be seen below:

	Exports
1910-1911	\$39,841,492
1911-1912	48,344,501

In our non-contiguous territory is included Alaska, Hawaii, Guam and Tutuila. In New York's non-contiguous territory is included Porto Rico. These figures do not include any coastwise traffic."—San Francisco Chamber of Commerce Activities.

Southern Tour of Officers and Directors of the

The Directors, representing a national body, have from the beginning in 1912, held their meetings in different parts of the United States for the purpose of bringing all the Directors as far as possible in touch with problems of different sections. Last year a trip was taken to the Pacific Coast. This year a trip will be taken through the Southern States, as will be seen by details below.

AS the Chamber of Commerce of the United States is a federation of commercial organizations in practically all States of the Union, it has been the policy of the Directors, and of the Executive Committee of the Directors, to meet in various cities. In the first year of its existence, the Directors met three times in Washington, once in Boston and once in Chicago. The Executive Committee met once in Chicago and once in Plattsburgh, N. Y. During the second year, the Directors met four times in Washington, once in San Francisco (and on the journey to San Francisco visited many cities), once in Detroit, and once in Rochester, N. Y.

The meetings of the Directors so far this year have all taken place in Washington. Beginning with the 13th of October and terminating with the 31st, a trip will be taken through the Southern States for the purpose of holding a meeting of the Directors in New Orleans and there disposing of the many important questions and business matters which are brought before the Directors at each meeting.

THE WESTERN TRIP

The trip through the Western States to San Francisco last year was productive of the highest good in that it thoroughly acquainted the organizations of the Western States and the coast with the general broad national purpose of the Chamber of Commerce of the United States and in that it placed all the Directors in touch with the peculiar and significant problems which lie before the organizations of the West, more sparsely settled as it is than the States of the East. From the time of that trip to the present, good results have been realized in bringing the Western States into more complete touch with the East than had ever been possible hitherto. The trip was planned in advance to cover as many cities as possible in three weeks. The following cities were visited:—

Omaha, Neb.; Cheyenne, Wyo.; Denver, Colo.; Pueblo, Colo.; Salt Lake City, Utah; Los Angeles, Cal.; San Francisco, Cal.; Portland, Ore.; Tacoma, Wash.; Seattle, Wash.; Spokane, Wash.; Missoula, Mont.; Helena, Mont.; Billings, Mont.; Fargo, N. D.; Minneapolis, Minn.; St. Paul, Minn.

THE SOUTHERN TRIP

Particular interest will attach to the trip through the Southern States; first because the Directors have not as a body visited the South, and second, because the South has so much to show of remarkable development and physical recovery. Though the Directors are all busy men, an important proportion of them will have the pleasure of giving more than two weeks to this journey of education—education for themselves relative to the South and education for the Southern States relative to the scope and intent of the important national business movement known as the Chamber of Commerce of the United States.

The entire itinerary is included here, showing in one arrangement the names of the States and the points to be visited, and in another arrange-

ment, the schedule as arranged for train purposes.

It is anticipated by the Directors that in each community where considerable time is available, opportunity will be taken to show the Directors the industrial and resource dependence of the community. It is also the hope of the Directors, in view of the impossibility of visiting all the interesting and important cities of the South, that there may be an opportunity to meet the leading commercial forces of the various States at the points visited in each State.

Virginia

The Directors will arrive in Richmond from Washington at 7:50 a. m., October 13, and leave Richmond shortly after midnight on the same date. It is anticipated that while the Directors are the guests of the Chamber of Commerce of Richmond, the executive officers of a number of the commercial organizations of the State of Virginia will be in Richmond at the same time.

North Carolina

Two stops will be made in the State of North Carolina—at Raleigh, enabling the officials of organizations in the central and western portions of the State to meet the Directors; and at Wilmington, giving the same opportunity to officials of commercial organizations in eastern and southern parts of the State.

Raleigh will be reached at 5:17 on the morning of Wednesday, October 14. Departure from Raleigh will take place at 12:30 p. m., the same date, enabling the Directors to spend seven hours in the capital city of the State.

Wilmington will be reached at 6:05 p. m., Wednesday, October 14. The departure from Wilmington will take place at 5:25 in the morning of October 15. The entire evening and night will thus be spent at North Carolina's greatest port.

South Carolina

The Directors will reach Charleston shortly after mid-day, Thursday October 15, and will leave there at 6:05 the next morning. This being the only stop in South Carolina, it is already understood that efforts will be made to bring the Directors in touch with the commercial leaders of the entire State through the activities of the Chamber of Commerce of Charleston. R. G. Rhett, one of the Directors of the National Chamber, and Chairman of the

Chamber's Special Committee on Antitrust Legislation, will, as he resides in Charleston, be in touch with general arrangements.

Georgia

Three stops will be made in Georgia—at Savannah on the 16th, at Atlanta on the 28th, and at Rome on the 29th of October.

The Directors will reach Savannah at 8:35 in the morning of Friday, October 16, and will leave Savannah at 2:20 a. m., on Saturday, October 17. They will thus be in Savannah eighteen hours. It is anticipated that the organizations of eastern Georgia will have representatives present to meet the Directors. Owing to the number of hours of daylight spent in Savannah, it is probable that the Directors may be given opportunity to consider river and harbor improvements and the plans for intercoastal waterways.

Atlanta will be reached from Birmingham, Alabama, at 6:30 a. m., Wednesday, October 28. The Directors will spend the entire day in Atlanta, leaving there at 6:20 a. m., Thursday, October 29. The commercial organizations of the greater part of Georgia will, it is hoped, have representatives in the city at that time, and possibly plans that are maturing on the part of the Georgia Chamber of Commerce relative to a great city display of Georgia products may be arranged for at the same time. Robert F. Maddox, Vice-President of the National Chamber for the Southern States, lives in Atlanta and will be personally interested in all arrangements made.

The stay in Rome, Georgia, will be brief—from 8:33 a. m., Thursday, October 29 to 9:45 a. m. This breaks the journey from Atlanta to Chattanooga and will enable the Directors to meet the officials of the Rome Chamber of Commerce. John H. Reynolds, one of the Directors of the National Chamber, resides in Rome and will doubtless have charge of all plans for his city.

Florida

Two stops will be made in Florida, one at Jacksonville and the other for a few minutes at Pensacola.

The Directors will reach Jacksonville at 7:15 a. m., Saturday, October 17. The party will leave Jacksonville at 8:10 a. m., October 18. It is possible that in addition to such local plans for the entertainment of the Directors as may have been arranged by

Itinerary of Southern Trip

	Arrive	Depart
Washington, D. C.	Oct. 13, 4:20 a. m.	Oct. 14, 12:45 a. m.
Richmond, Va.	Oct. 13, 7:50 a. m.	Oct. 14, 12:30 p. m.
Raleigh, N. C.	Oct. 14, 5:17 a. m.	Oct. 15, 5:25 a. m.
Wilmington, N. C.	Oct. 14, 6:05 p. m.	Oct. 15, 6:05 a. m.
Charleston, S. C.	Oct. 15, 12:30 p. m.	Oct. 16, 2:20 a. m.
Savannah, Ga.	Oct. 16, 8:35 a. m.	Oct. 17, 2:20 a. m.
Jacksonville, Fla.	Oct. 17, 7:15 a. m.	Oct. 18, 8:10 a. m.
Pensacola, Fla.	Oct. 18, 10:15 p. m.	Oct. 19, 10:30 p. m.
Mobile, Ala.	Oct. 19, 2:30 a. m.	Oct. 20, 2:42 a. m.
New Orleans, La.	Oct. 20, 7:15 a. m.	Oct. 21, 11:30 p. m.
Orange, Tex.	Oct. 22, 8:10 a. m.	Oct. 22, 8:15 a. m.
Beaumont, Tex.	Oct. 22, 8:48 a. m.	Oct. 22, 8:52 a. m.
Houston, Tex.	Oct. 22, 11:30 a. m.	Oct. 22, 11:15 p. m.
Dallas, Tex.	Oct. 23, 7:20 a. m.	Oct. 23, 11:08 p. m.
Texarkana, Tex.	Oct. 24, 7:00 a. m.	Oct. 24, 7:15 a. m.
Little Rock, Ark.	Oct. 24, 1:15 p. m.	Oct. 25, 12:45 a. m.
Memphis, Tenn.	Oct. 25, 6:00 a. m.	Oct. 26, 10:30 p. m.
Birmingham, Ala.	Oct. 27, 8:52 a. m.	Oct. 28, 12:15 a. m.
Atlanta, Ga.	Oct. 28, 6:30 a. m.	Oct. 29, 6:20 a. m.
Rome, Ga.	Oct. 29, 8:33 a. m.	Oct. 29, 9:54 a. m.
Chattanooga, Tenn.	Oct. 29, 12:40 p. m.	Oct. 30, 5:20 a. m.
Knoxville, Tenn.	Oct. 30, 8:20 a. m.	Oct. 30, 2:10 p. m.
Washington, D. C.	Oct. 31, 6:45 a. m.

the Board of Trade of Jacksonville, some opportunity may be given to run down to St. Augustine. Owing to the exigencies of time given to the trip, the Directors will have, to their regret, no opportunity to go any distance South into Florida. It is hoped, however, that representatives of commercial organizations from all over the State may be able to meet them in Jacksonville.

The entire day of October 18, will be spent on the train between Jacksonville and Pensacola, reaching that city at 10:15 p. m., and leaving again at 10:30 p. m. Whatever opportunity may exist for meeting the Directors, it will necessarily be confined to greetings at the depot.

Alabama

The Directors will touch at two points in Alabama; Mobile, October 19, and Birmingham, October 27.

The arrival at Mobile will take place at 2:30 a. m., Monday, October 19; the departure from Mobile will be at 2:42 a. m., Tuesday, October 20. The entire 19th will be spent in Mobile and will unquestionably give the Directors an opportunity to inspect the water facilities of the city and also to see the transformation of cut-over pine lands and the agricultural activity which is now characteristic of Mobile and vicinity.

Birmingham will be reached at 8:52 a. m., October 27, the departure from Birmingham will take place shortly after midnight. The plans of the Chamber of Commerce of Birmingham for the Directors will doubtless involve journeys to the coal mines and the leading manufacturing industries of the Birmingham district. It is anticipated also that they will be given an opportunity to see the attractiveness of Birmingham as a residential city.

Louisiana

Only one stop will be made in Louisiana. New Orleans will be reached at 7:15 a. m., Tuesday, October 20. The departure from New Orleans will take place at 11:00 p. m., Wednesday, October 21. During the nearly two days which the Directors will spend in New Orleans, the regular Directors' Meeting will be held, dealing with all matters of interest and business importance involved in the organized efforts of the National Chamber.

Texas

Four stops will be made in Texas; at Orange for a few minutes on October 22, at Beaumont for a few minutes on the same date, at Houston for about twelve hours on the 22nd, at Dallas for sixteen hours on October 23.

At Orange, Texas, it is hoped that the local organization may be able to meet the Directors at the depot. The train arrives at this city at 8:10 a. m., October 22.

At Beaumont, the train arrives at 8:48 a. m., on October 22. While no opportunity will be given to the Directors to visit the chief features of this important oil and agricultural city, it is anticipated that a few minutes of pleasant intercourse will be possible with the leaders of the local Chamber of Commerce at the depot.

The Directors will reach Houston

National Chamber Will Take Place Next October

Those who direct the affairs of the Chamber of Commerce of the United States are always the choice of organizations in the regions from which they are elected. Consequently, the personnel not only has great influence in the business world, but, because of the method of choice of directors, under the frame of government of the Chamber, the Board represents the organized commercial activities of the entire nation.

at 11:30 a. m., Thursday, October 22, and leave the city at 11:15 p. m. It is their earnest hope that the directors of commercial organizations west and southwest from Houston will be able to be in the city at that time. The question of whether a trip to Galveston can be taken will of course be left to the Committee having charge of local arrangements.

The Directors will reach Dallas at 7:20 a. m., Friday, October 23. They will be the guests of the Chamber of Commerce of Dallas until 11:08 p. m., the same date. John W. Philp, a Director of the National Chamber, lives in Dallas and will in all likelihood be associated with the officials of the Dallas Chamber in making plans for the most effective use of the hours to be spent in his city.

Arkansas

Fifteen minutes will be spent in Texarkana, between 7 a. m. and 7:15 a. m., on Saturday, October 24. It was impossible to arrange for any longer stop in Texarkana. Nevertheless, the Directors hope that a number of the local officials may be met. T. L. L. Temple, one of the Directors of the National Chamber, resides in Texarkana.

The Directors will reach Little Rock at 1:15 p. m., Saturday, October 24 and will remain in the city until shortly after midnight. According to present plans, the Directors will be shown the great drainage enterprise that has changed the character of Argenta and also the great reclamation enterprise immediately south of Little Rock. It is hoped that extended opportunity may be given for conference with the Little Rock Chamber of Commerce and others from various parts of the State.

Tennessee

Three stops will be made in Tennessee, one at Memphis on Sunday and Monday, October 25 and 26; at Chattanooga on October 29; and at Knoxville, Friday, October 30.

Memphis will be reached at 6 a. m., Sunday, October 25. The Directors will rest in the city all day Sunday and leave the city at 10:30 p. m., Monday, October 26. The hope of the Directors is that the leaders of commercial organizations in Tennessee, Arkansas or Mississippi that are near Memphis may be able to be in that city during the visit of the Directors.

Chattanooga will be reached at 12:40 p. m., Thursday, October 29. It is the expectation of the Directors to leave Chattanooga at 5:20 a. m., Friday, October 30. Paul J. Kruesi, a former Director, lives in Chattanooga and will be interested with the officials of each of the local commercial organizations, in giving the Directors an opportunity to understand the manufacturing activity of the city and its great scenic and historic attractions.

The Directors will reach Knoxville at 8:20 a. m., Friday, October 30 and leave there at 2:10 p. m., on the same date, taking train directly through to Washington. The stay in Knoxville will permit the Directors to meet the officials of organizations to the north and east of Knoxville, and also permit them to catch an impression of the marble industry and its important relation to the city's growth.

Personnel of the National Chamber's Directorate

President

JOHN H. FAHEY, President of the Chamber of Commerce of the United States, was during the first two years of its existence Chairman of its Executive Committee. Mr. Fahey is a resident of Boston, a newspaper publisher, and a Director and member of the Executive Committee of the Boston Chamber of Commerce. He is connected with many of the constructive activities carried on in Boston and in touch with the commercial organization efforts of New England and the Nation.

Vice-Presidents

HENRY L. CORBETT of Portland, Oregon, Vice-President for Western States, is a banker, is Vice-President of the First National Bank, President of the Blitzen Valley Land Company and of the Portland Hotel Company. He is a member of the Public Dock Commission of the city and a trustee of the Chamber of Commerce.

ALFRED HENRY MULLIKEN of Chicago, Vice-President for Northern Central States, is President of the Pettibone Mulliken Company, manufacturers of railroad supplies. He is a Director of the Continental and Commercial National Bank of Chicago, a Director of the Railway Business Association, and Director of the Illinois Manufacturers' Association.

ROBERT F. MADDOX of Atlanta, Vice-President for Southern Central States, is Vice-President of the American National Bank of that city, was Mayor of Atlanta from 1909 to 1910, President of the Georgia Bankers' Association 1911-1912, President of the Atlanta Chamber of Commerce 1904-1905. In addition to banking, he is interested in cotton and fertilizer activities. He is a Director of the Seaboard Air Line, the Georgia Railway and Power Company, the Trust Company of Georgia and the Southern Ice Company.

A. B. FARQUHAR of York, Pa., Vice-President for Eastern States, is a manufacturer and exporter of agricultural machinery, with which industry he has been connected for nearly sixty years. He has for half a century been connected with the important humanitarian and commercial activities of the Nation; and has served as special delegate from Pennsylvania at several important international gatherings.

Treasurer

JOHN JOY EDSON of Washington, D. C., Treasurer of the National Chamber, is President of the Washington Loan and Trust Company, President of the Equitable Co-operative Building Association, and Treasurer of the National Geographic Society. He is connected with the Board of Trade of Washington.

Chairman, Executive Committee

JAMES G. CUTLER of Rochester, N. Y., Chairman of the Executive Committee of the National Chamber, is a manufacturer and banker. He is President of the Alliance Bank, President of the Cutler Mail Chute Company and connected with other corporations. He is Chairman of the

Rochester Civic Improvement Company and has held many positions of local state and national trust.

Directors

FREDERICK BODE of Chicago, is a wholesale dealer and manufacturer of ladies' hats and millinery. For nine years he was president of the Millinery Jobbers' Association. He is actively connected with organized commercial bodies of Chicago.

CHARLES BOETTCHER of Denver, is President of the Cement Securities Company, Director of the Great Western Sugar Company, President of the Colorado Portland Cement Company and Director of the Denver and Salt Lake R. R. Company. He is connected with the Colorado Traffic Club and the Denver Chamber of Commerce.

FREDERIC E. BOOTHBY of Portland, Maine, was for forty-seven years an official of the Maine Central Railroad. He was President of the Portland Board of Trade for four years, is now President of the Maine State Board of Trade and actively identified with constructive efforts in his state.

LINNAES C. BOYD of Indianapolis, is Vice-President of the Indianapolis Gas Company. His early experience was gained in the legal department of the Pennsylvania Lines West of Pittsburgh. He has held many offices with public utility corporations and is connected with the leading commercial organizations of Indianapolis.

THOMAS BURKE of Seattle, was at one time Chief Justice of the Supreme Court and Commissioner of Education of Washington Territory. He has practiced law on the coast since 1875. He is a member of the Chamber of Commerce of Seattle, Washington.

PAUL T. CARROLL of San Francisco, is the proprietor of retail stores in San Francisco and Oakland. He is a Director of the San Francisco Chamber of Commerce and is actively associated with every constructive move going forward in that city.

HOVEY C. CLARKE of Minneapolis, is a retired lumber manufacturer. Prior to 1886 he was identified with railroad activities. From 1886 to 1914 he organized and took part in many important lumber organizations. He is a member of the Civic and Commerce Association of Minneapolis.

FRANKLIN CONKLIN of Newark, N. J., is a varnish manufacturer having been connected with that business since 1879. He is a Director of the Newark Board of Trade and of various banks in the same city. He is a member of the Varnish Manufacturers' Association.

WILLIAM H. DOUGLAS of New York City is in the business of exporting and importing. He was at one time in Congress, was for two terms President of the New York Produce Exchange and for two terms President of the Exporters' and Importers' Association. He is connected with all commercial bodies of importance in the city of New York.

HOMER L. FERGUSON of Newport News, Va., is General Manager of the Newport News Shipbuilding and

Dry Dock Company. He was a naval constructor in the United States Navy from 1894 until 1905. He is a member of the Society of Naval Architects and Marine Engineers and a number of other technical societies.

HENRY B. JOY of Detroit is President of the Packard Motor Car Company and has been since 1908. He is also President of the Detroit Union Railroad Depot and Station Company. He is President of the Lincoln Highway Association and connected with many local, state, and national constructive activities.

CHARLES S. KEITH of Kansas City, Mo., is President of the Central Coal and Coke Company. He is President of the Southwestern Interstate Coal Operators Association, holds a high official position with the Yellow Pine Lumber Manufacturers' Association, and with the Kansas City Commercial Club.

JAMES R. MACCOLL of Providence, R. I., is Treasurer of the Lorraine Manufacturing Company. For two years he was President of the National Association of Cotton Manufacturers and also President on two occasions of the International Conference of Cotton Growers and Manufacturers. He is connected with the Providence Chamber of Commerce.

WILLOUGHBY M. McCORMICK of Baltimore, Md., is President of McCormick and Company, manufacturing chemists, importers and growers of spices, etc. For three years he was President of the Flavoring Extract Manufacturers' Association of the United States. He is a member of the Merchants' and Manufacturers' Association of Baltimore, and a director on the boards of several Baltimore corporations.

CHARLES NAGEL of St. Louis is an attorney-at-law. He has been in general practice in St. Louis from 1873 to 1909 and from March 1913 to date. Between 1909 and 1913 he was Secretary of Commerce and Labor. He is connected with the Business Men's League, and the Merchants' Exchange of St. Louis.

JOHN W. PHILP of Dallas, Texas, is Vice-President of the Huey and Philp Hardware Company of Dallas, and Director of the Exline-Reimers Printing Company of Dallas. He is Chairman of the Finance Committee of the Dallas Chamber of Commerce and a member of the Educational Committee of the Associated Advertising Clubs of America.

EMANUEL L. PHILIPP of Milwaukee, Wisconsin, is President of the Union Refrigerator Transit Company of that city. He has been Fire and Police Commissioner of the city of Milwaukee and President of the Wisconsin Humane Society. He is a member of the Merchants' and Manufacturers' Association of Milwaukee.

JOHN H. REYNOLDS of Rome, Ga., has been President of the First National Bank of that city since 1877. He was President of the Georgia Bankers' Association from 1896 to 1897 and is Vice-President of the American Bankers' Association. He

(Continued on page 10.)

Directors' Southern Trip (Continued)

is a member of the Rome Chamber of Commerce.

R. G. RHETT of Charleston is President of the Peoples' National Bank of that city. He practiced law for fifteen years prior to becoming President of the South Carolina Loan and Trust Company. From 1903 to 1911 he was Mayor of Charleston. He holds prominent relationship with the Chamber of Commerce of Charleston.

L. C. SIMON of New Orleans is a wholesale merchant, Vice-President of Kohn Weil and Company, Inc. He is Chairman of the Wholesale Merchants' and Manufacturers' Bureau, was President of the New Orleans Progressive Union and then President of the New Orleans Association of Commerce.

W. H. STEVENSON of Pittsburgh, is the senior member of George K. Stevenson and Company, importing grocers. He was a member of Pittsburgh Councils from 1902 to 1905 and Chairman of the Finance Committee of that body from 1906 to 1909. He is president of the Chamber of Commerce of Pittsburgh and is a member of the Pennsylvania State Historical Commission.

T. L. L. TEMPLE of Texarkana, Arkansas, is President of the Southern Pine Lumber Company, of the Texas Southeastern Railroad and of the Temple Lumber Company. He is a member of the Executive Committee of the Texarkana Board of Trade.

ISAAC M. ULLMAN of New Haven, Conn., is a manufacturer, member of the firm of Mayer Strouse and Company, Vice-President of the National Corset Manufacturers' Association, President of the Chamber of Commerce of New Haven, and has held many distinguished positions in connection with education and the militia of the State.

C. E. YOST of Omaha, Nebraska, is President of the northwestern group of the Bell Telephone System, having formerly been President of the Iowa Telephone Company and of the Nebraska Telephone Company. He is now President of the Commercial Club of Omaha, Nebraska.

New Organization Members

LOCAL ORGANIZATIONS

CHAMBER OF COMMERCE, Hollister, Cal.

MADERA COUNTY CHAMBER OF COMMERCE, Madera, Cal.

BOARD OF COMMERCE, Parkersburg, W. Va.

CHAMBER OF COMMERCE, LaFayette, Ind.

CHAMBER OF COMMERCE, Stockton, Cal.

CONTRA COSTA COUNTY CHAMBER OF COMMERCE, Martinez, Cal.

CHAMBER OF COMMERCE, Norfolk, Va.

CHAMBER OF COMMERCE, Charlottesville, Va.

TRADE ORGANIZATIONS

OHIO MANUFACTURERS' ASSOCIATION, Columbus, Ohio.

LUMBER DEALERS' ASSOCIATION of Connecticut, New Haven, Conn.

NATIONAL BUILDERS' SUPPLY ASSOCIATION, Inc., Chicago, Ill.

AMERICAN SURGICAL TRADE ASSOCIATION, Boston, Mass.

NATIONAL GAS ENGINE ASSOCIATION, Lakemont, N. Y.

SOUTHERN WHOLESALE GROCERS' ASSOCIATION, Jacksonville, Fla.

COUNCIL OF GRAIN EXCHANGES, Chicago, Ill.

The Chamber's Attitude Toward Class Legislation

The following summary of the action of the National Chamber in relation to class legislation in the Sundry Civil Appropriation bills of 1913 and 1914 is inserted in order that all members may have the entire record before them:

Referendum in June, 1913

IN April, 1913, the Board of Directors adopted resolutions protesting against the limitation in the Sundry Civil Appropriation bill then pending to the effect that no part of an appropriation of \$300,000 for enforcement of the antitrust laws by the Department of Justice could be spent in prosecution of organizations or individuals engaged in activities on behalf of labor or of producers of farm products and their associations engaged in maintaining prices.

In accordance with these resolutions of the Directors, this limitation was submitted to the organizations which are members of the Chamber in a referendum which closed on June 14, 1913, with 669 votes recorded against the exemption made by the limitation and 9 votes in its favor.

President's Action, June, 1914

The consensus of business opinion represented by the result of the referendum was at once placed before the President, who had received the bill after its passage by both Houses of Congress with the limitation unchanged. On June 23, 1913, the President approved the bill, at the same time making public the following statement:

"I have signed this bill because I can do so without in fact limiting the opportunity or the power of the Department of Justice to prosecute violations of the law by whomsoever committed."

"If I could have separated from the rest of the bill the item which authorized the expenditure by the Department of Justice of a special sum of \$300,000 for the prosecution of violations of the antitrust law, I would have vetoed that item because it places upon the expenditure a limitation which is in my opinion, unjustifiable in character and principle. But I could not separate it. I do not understand that the limitation was intended as either an amendment or interpretation of the antitrust law, but merely as an expression of the opinion of Congress—a very emphatic opinion, backed by an overwhelming majority of the House of Representatives and a large majority of the Senate, but not intended to touch anything but the expenditure of a single small additional fund."

"I can assure the country that this item will neither limit nor in any way embarrass the actions of the Department of Justice. Other appropriations supply the department with abundant funds to enforce the law. The law will be interpreted, in the determination of what the department should do, by independent, and I hope impartial, judgments as to the true and just meaning of substantive statutes of the United States."

Annual Meeting, February, 1914

At the Second Annual Meeting of the Chamber held at Washington in February, 1914, the position of the Chamber, as determined by its referendum, was reaffirmed in the following resolution:

"WHEREAS, there has been enacted and proposed at different times legislation designed to exempt from

the action of the law certain classes of our citizens, while leaving it operative against other classes, and

WHEREAS, the fundamental principles of democracy are repugnant to special privilege.

Therefore, be it Resolved, that this Convention reaffirms the principle set down by an overwhelming majority of the constituent members of this Chamber in Referendum Number Three that any such proposal to have Congress exempt from prosecution any class of possible offenders under any law is a violation of fundamental principles.

Sundry Civil Bill of 1914

In anticipation of the preparation of the Sundry Civil appropriation bill for the year beginning July 1, 1914, the attitude of the Chamber as established and reaffirmed was placed before Congress and all of its Committees that might in any way consider the subject. On June 4 however, the bill as introduced in the House contained *verbatim* the limitation in the bill of 1913.

Immediately, a consultation of Executive Officers of the Chamber was held, and a formal protest was put before the President, the Houses of Congress, and the appropriate Committees of Congress.

Special Meeting of Board of Directors

A special meeting of the Board of Directors, held in Washington on June 23, considered the matter further, and personally placed the attitude of the Chamber before the President and Congress. The Board prepared a memorial which on June 23 was submitted to the Committees of Congress which were considering the Clayton bill, with its provisions analogous in character to the exemption to which the Chamber had first directed its protests.

The substance of the memorial was submitted to the President in a letter which was presented in person by the Acting President of the Chamber.

When the Sundry Civil bill had passed both Houses of Congress, the attitude of the Chamber was once more brought to the attention of the President, in the following letter:

July 14, 1914.
The President,
White House,
Washington, D. C.

SIR:—

The Senate having adopted the labor and agricultural exemption clause in the Sundry Civil Appropriation Bill in the same form that it passed the House, it is now clear that in the near future it will be presented to you for your action in the identical language in which it came before you last year. At that time it met with your publicly expressed and emphatic condemnation although you felt it necessary, under existing circumstances, to sign the appropriation bill.

On June 24 I had the honor to call upon you with Mr. Charles F. Mathewson of our Committee on Trust Legislation and to hand you a memorial upon this very subject of labor and agricultural exemption from law, adopted at a special meeting of the Board of Directors of this Chamber, held in Washington the day before for the sole purpose of consider-

ing the situation created by these legislative proposals to discriminate between classes,—against business and in favor of labor and agriculture.

All our action in this matter is based upon the opinion of the business men of this country submitted through their commercial organizations in a referendum conducted last year, in which the vote was 669 against exemption to 9 in favor.

On this same authority, I now address you, asking on behalf of the Chamber of Commerce of the United States, representing 586 commercial organizations in every State of the nation except one, that you will veto the bill. Your action of last year has not prevented the legislation, to which you took such strong and just exception, from being presented in the same form and under like circumstances to you again and this may be expected to be continued annually with probably an extension of the prohibition to other appropriations unless action more definitive is taken.

We are aware of the gravity of a veto of the Sundry Civil Bill but in so far as delay in enactment involves hardship, it is operating now through failure to pass the bill before July 1. A further delay with consequent extension of last year's appropriations for such time as is necessary to pass the bill without the objectionable clause cannot involve very serious additional hardship.

Very respectfully yours,
(Signed) A. H. Mulliken,
Acting President.

The President's Attitude

The reply of the President reads:

July 22, 1914.

MY DEAR SIR:

I have your letter of July fourteenth and must apologize for not having answered it sooner. The delay has been due to a brief indisposition.

I feel just as I felt a year ago about the embodiment of the restriction you speak of in one of the items of the Sundry Civil Bill, but I also feel as I did then that I should not be justified in vetoing the bill because of the presence of the restriction in that item. The Department of Justice is not in any way hampered by that particular restriction in the matter of prosecuting any offense against the laws of the United States. The fund provided in that particular item is a fund for a special purpose. It is a comparatively small sum and its embodiment in the form in which it is appropriated does not in any way limit the activities or the discretion of the department.

Much as I regret the embodiment of restrictions of that sort in an appropriation bill, I feel that my duty in the matter is made sufficiently clear by the considerations I have already stated.

Sincerely yours,
(Signed) Woodrow Wilson.
Mr. A. H. Mulliken, Acting President.
Chamber of Commerce of the United States,
Riggs, Building, Washington, D. C.

Approval of Bill of 1914

On August 1, the President approved the Sundry Civil Appropriation bill.

Foreign Commerce of Last Fiscal Year (Continued)

Southern California District

THE records for the District of Southern California for the fiscal year ending June 30, 1914, show exports to the amount of \$1,985,201. The imports had a value of \$4,908,643. The customs receipts for the entire district amounted to \$862,658.

LOS ANGELES

The statistics for Los Angeles, the headquarters of the District, for the fiscal year just ended are as follows:

Imports, dutiable.....	\$1,748,445
Imports, free.....	1,393,125
Value of exports.....	973,186
All customs receipts.....	764,218

These figures show a remarkable

anchorage sufficient for the Navies of the world.

The building of the San Diego & Arizona Railroad is of great importance to San Diego, being the first unit of a new transcontinental railroad to the East. Work on this line is practically 75 per cent completed, and will be finished by July 1st, 1915, connecting San Diego with Imperial Valley, the wonderful agricultural section of the United States, in which a district 60 miles square with an assessed valuation of \$15,000,000, last year produced a crop worth \$20,000,000. This new line will have connections which will give a Southwestern outlet to all of that territory lying Southwest of a line drawn from Den-

Hawaiian docks is being built by the Port. Contracts have just been let by the commission for the erection of the first unit of a large grain elevator at the lower end of what is known as the East Waterway. On this same basin the Port Commission will erect a cold storage warehouse primarily for the accommodation of apples. It also has under contemplation a cold storage plant for fresh fish.

The private dock improvements made during the last year included a considerable extension of Pier 14, which has been leased to Dodwell & Company, representing the Blue Funnel Line, operating between the North Pacific and European ports.

LAKE WASHINGTON CANAL

Rapid progress is being made on the Lake Washington Canal, at the entrance of which the United States Government is building the largest lock chamber that it has ever con-

structed outside of the Panama Canal.

It is hoped that this may be opened before the close of 1915, it will add

to the harbor frontage of Seattle between 80 and 100 miles, making of

Salmon Bay, Lake Union and Lake

Washington an extensive non-tidal

fresh water harbor giving basins with

in the heart of the city. The work of

dredging and straightening the Duwamish River for navigation through an

extensive flat area for terminal and

industrial purposes is well under way.

Among the interesting announcements of the last few months is the

plan of the Nippon Yusen Kaisha, now

terminating at Seattle, to operate

through the Panama Canal, under a

ship subsidy from the Japanese Gov-

ernment to New York. Seattle will

remain as the Pacific Coast American

port of this line, sailings being from

Yokohama to Seattle through the Pan-

VIEW OF SAN DIEGO HARBOR

increase in the amount of business over the year 1913, when exports amounted to \$40,643 and imports to \$1,534,839.

SAN DIEGO IMPROVEMENTS

A great improvement has been made in the San Diego Harbor. The State Legislature gave to the city of San Diego title to its tide lands under the provision that the city would expend one million dollars on their improvement and reclamation within a given time. This provision has been carried out and improvements completed in the past year include a municipal pier 800 feet long, built of steel and concrete, covered with a substantial steel warehouse; and also 2,675 feet of bulkhead which reclaims about sixty acres of tide lands, the latter being worth today more than the entire cost of these improvements. This is but the beginning of a tentative plan of harbor improvement which will involve an expenditure of \$10,000,000, providing for the building of twenty wharves and the reclamation of 1,460 acres of tide lands to be leased by the City as factory sites. The mechanical equipment of the new pier is now being increased by the expenditure of \$300,000. Within the past six months the Government, at a cost of \$245,000, has dredged the entrance of the bay to a depth of 35 feet at low tide.

There are several factors at work in the upbuilding of this community:

This port is but 86 miles from the route traveled from Panama to the Orient. According to the natural trend of general business, the port of San Diego must derive exceedingly satisfactory results from the completion of this gigantic piece of engineering.

This harbor is one of the three harbors of the Pacific Coast large enough to handle all ocean going vessels. The channel is seven miles long with a depth of water from 35 to 70 feet, and from 1,500 to 2,000 feet wide. Outside of this, there is an

Washington District

THE foreign business for the District of Washington, Seattle headquarters, for the fiscal year ending June 30, 1914, was as follows:

Exports	\$54,813,809
Imports	54,778,030
Total	\$109,591,839

Customs Collections \$1,868,547.05

Compared with previous years for the District of Puget Sound, the bounds of which coincided with those of the reorganized District of Washington, the figures are as follows:

Exports.	Imports.	Total.
1913 ... \$62,548,109	\$51,473,083	\$114,021,792
1912 ... 63,745,572	39,011,250	102,756,822
1910 ... 30,121,004	28,910,491	59,031,495
1905 ... 43,843,328	7,378,328	51,221,501
1900 ... 17,903,107	7,148,563	25,057,670
1895 ... 5,805,193	2,222,395	8,027,588

The segregated figures for the various ports within the District have not yet been compiled in available shape.

SEATTLE IMPROVEMENTS

Rapid progress is being made in the Port of Seattle development in anticipation of the growth expected as a result of the opening of the Panama Canal, the development of Alaska, and the increase of commerce to the Orient.

The Port of Seattle Commission has completed what is known as its East Waterway Terminal (Dock No. 1), which is used by the American Hawaiian Steamship Company. The Smith

Cove dock of the Port of Seattle, with one exception the longest dock in America, designed, primarily, for handling heavy structural materials will be ready for use before long; contracts have just been let for the erection of sheds. The Central Waterfront dock of the Port, designed for handling of all grades of business from mosquito fleet to deep water craft, has been thrown open for business. Adjacent to it a five story concrete warehouse with cold storage facilities is under construction. The second concrete warehouse adjoining the American

Wharf Length Width Depth
Commendencia St...2,065 108 28
Tarragona St.....1,950 140 28
Muscooge2,440 120 28

The wharves of the Gulf, Florida & Alabama Railroad, one of which has recently been completed and another nearing completion, are among the most modernly equipped and convenient in the country. The completed dock is 68 feet wide at the pier head and 1,325 feet long, with three tracks. The pier under construction is 100 feet wide at the pier head and 1,225 feet long, and will be covered with a steel shed for the storage of cotton and general merchandise. There is 31 feet of water alongside the whole length of both piers, and they are, therefore, capable of taking care of the largest ship that can come into the harbor.

Back of these piers is a car storage yard of 500 car capacity, made by bulkheading seven hundred feet of the water front and filling in with sand an area equivalent to thirty-five acres. A modern coal dock for the handling of export and bunker coal will probably be completed during 1914. This pier will be 50 feet wide by 1,225 feet long and have a capacity of six hundred tons per hour.

A large part of the Pensacola waterfront is owned by the city, and \$450,000 of bonds have been voted for the construction of a municipal dock and belt railroad. The bids for these

bonds were opened on June 15th, and it is expected that work of construction will be begun shortly.

Pensacola Harbor has seven and one-half square miles of anchorage in thirty-five feet of water, and about fifteen square miles in twenty feet and more, with thirty-two feet over the bar at low tide.

TAMPA IMPROVEMENTS

DURING 1913, the port of Tampa shipped more than 1,100,000 long tons of phosphate. 787,987 tons of phosphate rock were shipped to 12 foreign countries.

Its total deep sea commerce amounted to 2,222,000 long tons, valued at more than \$38,000,000. More vessels entered the harbor of Tampa than in any other previous year and the net tonnage was considerably greater. So far this year there has been a gain in all lines and in phosphate tonnage; the gain is almost 100,000 tons to date.

Tampa is the greatest phosphate shipping port in the world and is growing rapidly. Improvements that have been under way during the past year and during the first months of 1914, have been very marked. The Seaboard Air Line Railway has completed one of the finest phosphate loading elevators in the world which cost about \$100,000.

This plant has a capacity of loading 1,200 tons of rock per hour, and with the old elevator is capable of loading at the rate of more than 1,700 tons hourly. The Atlantic Coast Line Railroad has erected a fine coal hoist of steel construction throughout, which is the finest discharging plant in the port. In the fall of 1913 the new waterfront property of the port, known as Ybor Channel, or the Estuary Zone, was dredged of all its soft material. The work was completed the latter part of April, and a contract has been awarded for the blasting of the rock, to give this channel a depth of 24 feet. The contractors for the work are to complete the job by January 1st, 1916. 1400 feet of frontage of the property is available now, and has been used for shipping and receiving of various cargoes.

At this time considerable preparatory work and reports have been sent to the War Department asking them to grant a survey of Tampa Harbor with a view of getting 30 feet of water.

Tampa needs it properly to carry on its already large commerce. The following shows Tampa's growth for the year 1913, compared with the year 1912 which was up to that time the

Foreign Commerce of Last Fiscal Year (Continued)

greatest year in the history of the port:

Gain in commerce (Tons), 384,802; Gain in commerce (Value), \$7,950,095; the net tonnage of all vessels arriving was 1,505,745; Gain in vessel tonnage, 171,770.

50,000,000 feet of lumber were handled and 88,000,000 gallons of oil.

North Carolina District

IN the North Carolina District, the receipts for 1914 amounted to \$29,214, whereas in 1913 it was \$24,934, a gain of \$4,280; imports in 1914, amounted to \$4,174,745, in 1913 to \$3,460,419, an increase of \$714,326; exports, 1914, \$25,870,851; in 1913, \$19,510,926, a gain of \$6,359,925.

The showing is considered a most gratifying one for Wilmington and is especially good in view of the decrease in duties by reason of the new tariff.

Georgia District

THE Georgia District includes Darien, Savannah, Brunswick, and Atlanta, Savannah being the headquarters. The statistics for the fiscal year ending June 30, 1914, for the entire District are as follows:

Exports, Darien	\$ 387,917
Exports, Savannah	90,749,715
Exports, Brunswick	19,479,079
Imports, Atlanta	39,020
Imports, Savannah	5,613,134
Imports, Brunswick	117,903

Total \$116,386,768

South Carolina District

FOR the year ending June 30, Charleston did the biggest business through her Custom House of a quarter of a century. The cash receipts were 47 per cent more than for last year, many things being imported under the low tariff that before could not be imported economically. As will be seen below, exports increased seven million dollars over last year, while imports increased over half a million:

Exports, 1913	\$13,511,757
Exports, 1914	20,829,591
Imports, 1913	4,773,209
Imports, 1914	5,343,866

The export trade is expected to increase enormously, especially after the completion of the Clinchfield terminals and coal station.

It is believed that many European lines will make Charleston a port of call in order that they may take on coal midway between their home station and their destination through the Panama Canal to the west coast of South America.

In addition the Charleston and Northern, closely affiliated with the Seaboard Air Line, is now building its road into the city and will spend

considerable money for terminals. This road will greatly increase facilities as it runs through a very rich, undeveloped country, as far North as Hamlet, N. C., to the Eastern Section, and also branches over near Georgetown, S. C., to Florence, S. C., from thence north to Charlotte, N. C., and connects with the Carolina, Clinchfield and Ohio.

The long talked of Clinchfield Coal Terminals, to be erected by the Holstein Corporation, a subsidiary of the Clinchfield, has now started work. The improvements in the harbor will exceed \$100,000,000. The Stonega Coal and Coke Company of West Virginia has recently purchased a large piece of waterfront property, for which they paid \$100,000. The Clyde Line has finished its terminals and at a total cost of \$750,000. The Federal Government is installing new docks at the Navy Yard, which will cost when completed \$300,000. The Sixth Lighthouse Depot will shortly move from their headquarters at Castle Pinckney, an island in the harbor, to their new property on the Ashley River. The total cost of these improvements will be about \$125,000.

Virginia District

DURING the year both imports and exports increased in the records of Norfolk commerce. The imports rose from \$2,115,067 to \$2,838,559, a gain of \$723,492. The exports raised from \$16,394,415 to \$19,533,855. The Newport News statistics appear below. Comparing the statistics of the entire District of Virginia, the following results are shown:

Total imports District of Virginia \$7,481,566
Total exports District of Virginia \$29,908,836

In the export figures thus given are included \$4,746,677, representing withdrawals from the bonded warehouse of Petersburg, Virginia. The exports from Petersburg last year when still regarded as an independent customs house, were \$4,041,847; the imports were \$570,342.

There has been a heavy falling off of exports from Newport News during the year just ended. The exports for the year ending June 30, 1913, were \$13,602,993, while for the year ending June 30, 1914, they were \$5,628,304. On the other hand the value of imports through Newport News has shown a marked advance during the year. In the year ending June 30, 1913, the total value of imports was \$2,271,382, while in the year ending June 30, 1914, the total imports were valued at \$3,381,271.

Dutiable imports fell off about \$700,000 but free imports increased about \$1,500,000.

Gulf Coast Statistics

Galveston District

THE Galveston district has shown increasing importance during the year in the direction of imports and a decline in the direction of exports.

The import totals have grown from \$1,317,000 in 1892 to nearly \$5,000,000 in 1905 and a total of \$8,362,840 in 1913. The imports in the year ending June 30, 1914, were \$12,244,864. The exports in 1892 were \$35,386,256. In ten years the exports had increased to \$96,722,066. In twenty years, or in 1912, they had reached the commanding total of \$218,146,097. The 1913 total was \$281,617,714. The 1914 total was \$255,758,265.

In order to indicate the chief features of strength both in imports and

exports, the list of values of the various commodities arriving and departing through the port of Galveston during the past year is here included:

COMMODITIES EXPORTED

Agricultural Implements	\$10,319.00
Animals	73,624.00
Rice	154,840.00
Wheat	9,469,228.00
Wheat Flour	1,762,904.00
All other breadstuffs	24,587.00
Cotton	234,249,290.00
Scrap Iron	153,717.00
Car Wheels	22,955.00
Mill & Mining Machinery	355,746.00
All other Machinery & parts	124,193.00
Boots and Shoes	19,715.00
Lard	108,812.00
Lard compounds & substitutes	184,000.00
Beef Tallow	34,812.00
Oleo Oil	47,415.00
Cottonseed Cake	4,874,961.00

Linseed Cake	89,678.00
Cottonseed Oil	193,262.00
Lubricating & Heavy Paraffin Oil	72,939.00
Lumber, Logs & Round Timber, Hewn and Sawed	408,332.00
Lumber, Boards, Planks & Deals	1,362,866.00
Staves	780,348.00
Box & all other shooks	16,309.00
All other Commodities	1,523,706.00

\$255,758,265.00

COMMODITIES IMPORTED

Coffee	\$125,891.00
Cotton Waste	115,602.00
Bananas	711,081.00
Rice	164,025.00
Fish, Cured & Preserved	109,067.00
Paper, all kinds	25,278.00
Salt	3,405.00
Spices	366,674.00
Liquor, all kinds	56,857.00
Sugar	1,353,830.00
Toys	228,547.00
Beans	264,960.00
All other Commodities	8,718,657.00

\$12,244,864.00

The preponderance of cotton in the value of export totals arises from the fact that during the past year over three million bales were shipped through Galveston; over 319,000,000 pounds of cotton seed cake also went out through Galveston and over 2,750,000 pounds of cottonseed oil. The wheat exports ran over ten million bushels. In the import totals sugar ran over sixty-five million pounds and bananas more than 1,500,000 bunches.

An interesting fact in relation to the above statistics is that during the year just ended, Galveston surrendered second place in port rank to New Orleans. In 1892 and 1902 New Orleans was second port in rank in the United States; in 1912 Galveston became second. In 1913 Galveston still held second place. In 1914 the imports and exports of New Orleans totalled \$283,938,559 as compared with Galveston's exports and imports of \$268,003,129.

Mobile District

THE Mobile District has been extended to include Birmingham, Ala., and Gulfport, Scranton and Biloxi, Miss., the exports and imports of which district, for the year ending June 30, 1914, are shown below:

Exports, \$50,791,731; Imports, \$6,914,963.

The Exports and Imports from Mobile alone and the rapid increases in the 10-year periods compared, are shown below:

EXPORTS	INCREASE OF INCREASE
1894...\$2,823,690
1904...16,884,611	\$14,060,921 497.9%
1914...44,237,047	27,352,436 161.9%

IMPORTS
1894...\$652,113
1904...4,311,249	\$3,659,136 561.1%
1914...6,746,584	2,435,335 56.4%

Horace Turner of Mobile has the following to say relative to Mobile's commerce:

"With the recent completion of the 27-foot channel the Port of Mobile has had a striking increase in its exports and imports—an increase of 58.9% in Exports and over 102% in Imports for year ending June 30, 1914. Mobile ranks 9th, out of over 60 ports of the United States, in the value of its Exports and Imports—10th as to Net Registered Tonnage of vessels entered and cleared in the Foreign Trade."

"The importance of Mobile lies in its peculiar location, being the most direct route between the great shipping

centers of the Middle West & Central America, Panama, Windward Islands and West Indies, to which region Mobile is the forwarding port for more goods than any other American port excepting New York. Further, Mobile is the only port in the State of Alabama and is also the nearest port to a large part of the State of Mississippi, serving altogether a territory in these two States of over 70,000 square miles. Mobile is the accumulating point for the coal, iron, and miscellaneous goods now floated down a river system second only to the Mississippi and tributaries, and this system drains a watershed of over 44,000 square miles. Upon the completion this summer of two locks and dams, Mobile will have navigation the year round, by barge or steamer of the river type, to the vast mineral district of Alabama really one of the greatest in the world, abounding in iron, coal, limestone, cement rock, etc."

New Orleans District

AS restoring its former rank as second port of imports and exports in the United States, New Orleans shows an increase for the fiscal year ending June 30, 1914 of \$22,460,397 over the fiscal year of 1913. As a matter of fact, both imports and exports for the past fiscal year broke all previous records, imports for 1914 being \$90,141,507, an increase of nearly \$7,000,000 over 1913. Exports were \$193,796,559, or an increase of nearly \$16,000,000 over 1913. It is also a fact that during the past ten years the imports at New Orleans have trebled, each year showing a big increase over the year before, and in the matter of exports the last ten years show an increase in excess of \$50,000,000. As a port, therefore, New Orleans is second only to New York in volume and value, and within the next twelve months the export figures will probably take a big leap upward owing to important improvements which are now under way.

Some months ago the Dock Board of New Orleans sold, at par, three million dollars worth of bonds for the express purpose of erecting the most modern and complete system of cotton warehouses in the world. These warehouses will be six in number and will be situated on the immediate river front so that cotton may be handled by machinery direct from the warehouse into the holds of ships. These warehouses, being owned by the public and not being operated for profit, will place New Orleans in a position to maintain a differential as against all other ports, which will literally force the cotton to this city. It is figured that New Orleans, with these publicly owned warehouses can at all times maintain a differential of 50c per bale. As it took a differential of only 10c a hundred pounds to divert cotton from New Orleans to Galveston, it is not hard to anticipate the result of a minimum differential of 50c in favor of New Orleans.

The Board of Port Commissioners, or the "Dock Board" as it is colloquially called, will also erect large modern coffee warehouses and lumber wharves, which will add enormously to the volume of the port's trade. New Orleans is today one of the great coffee markets of the world, and the establishment of new steamship lines will add materially to her receipts. Only within the past few days the Hamburg-American Line has announced intention to operate freight

Foreign Commerce for Last Fiscal Year (Continued)

service from New Orleans to the West Indian Islands and to the East Coast of South America. This is in addition to other lines now operating in this territory. The great exporting and trading firm of W. R. Grace & Company announced some time ago it would operate ships from New Orleans through the Panama Canal to the West Coast of South America, and one and possibly two Japanese steamship lines will also enter New Orleans service for trade with the Orient.

The recent announcement by the Gould interests that the Missouri Pacific Railway Company would make its great export terminals at New Orleans has given another impetus to foreign trade developments. The Goulds are spending some \$10,000,000 in increasing their export terminal facilities at New Orleans, and are preparing, in connection with several steamship lines, to enter heavily into South American and Asiatic trade.

Sabine District

THE past twelve months has brought about vast improvement at this port because of the fact that government work widening and deepening the Port Arthur Ship Canal is just about completed. This work now gives a channel leading from the Port Arthur turning basin to the Gulf with a width of 270 feet and a minimum depth of 28 feet. Work is now progressing enlarging the turning basin, which when completed will make the basin 5,000 feet long by 600 feet wide, affording ample anchorage for a large fleet of vessels.

The Long-Bell Lumber Company, one of the largest lumber exporting concerns in the South, has just completed a timber basin 300 feet wide

and 800 feet long, with a storage capacity of approximately four million feet of timber, and is now constructing a lumber shed on the water frontage 800 feet long by 117 feet wide.

TONNAGE 1914.

Port Arthur Imports	222,475
Sabine Imports	320,119
Port Arthur Exports	1,285,383
Sabine Exports	429,134
Coastwise Tonnage	2,388,023
Total Tonnage	4,645,134

TONNAGE 1913.

Total Imports District	501,784
Total Exports District	1,021,789
Total Coastwise District	1,358,577

Total 2,882,150

It will be seen from the above that the net tonnage of the district increased 1,762,984 tons during the year.

VALUES 1914.

Port Arthur Imports	\$ 980,228
Sabine Imports	938,904
Port Arthur Exports	19,108,794
Sabine Exports	6,058,652
Coastwise Commerce	62,236,894
Total value	\$89,323,472

VALUES 1913.

Port Arthur Imports	\$ 931,070
Sabine Imports	1,353,034
Port Arthur Exports	21,322,800
Sabine Exports	3,931,682
Coastwise Commerce	53,752,165
Total value	\$81,290,751

It will be observed that the values increased \$8,032,721 during the year owing to the enormous increase of coastwise commerce.

EIGHT YEARS' COMMERCE.

	EXPORTS.	IMPORTS.
1907	\$ 2,783,689	\$22,100
1908	12,964,644	11,007
1909	17,578,809	2,723
1910	20,215,873	70,313
1911	23,981,681	173,815
1912	22,964,280	728,156
1913	25,254,482	2,284,104
1914	25,167,446	1,919,132

Lake Commerce Statistics

Buffalo District

The Buffalo District whose activities it is impossible to satisfactorily compare with last year, showed great activity. The imports for the year were \$30,305,617. The exports were \$87,676,161. The collections for the year just ended were \$2,398,153.20. Compared with the figures for Buffalo for last year it is to be noted that exports increased about \$22,000,000, while the imports increased about \$16,000,000.

Chicago District

The Chicago District showed a gain in imports, exports and customs receipts during the year just ended as will be seen by the figures below:

1913	1914
Imports 32,537,279	38,630,903
Exports 4,868,352	8,687,501
Customs 10,853,703.52	11,304,725.65

Duluth-Superior District

BELOW are figures on exports, imports and customs receipts for the Duluth District for the fiscal year ending June 30th, 1914.

In considering these figures it must be borne in mind that the Duluth District was greatly altered and increased July 1st, 1913, so that the figures for the previous year are not at all comparative:

1914	1913
Imports \$5,015,530.00	\$1,277,552.00
Exports 13,280,148.00	2,864,530.00
Receipts 339,677.56	169,147.63

The exports from the Duluth District in the year ending June 30, 1913,

were \$2,864,530, and from Superior District, \$12,995,232. It will thus be seen that the export figures show a falling off. The imports into Duluth District in the year ending June 30, 1913, were \$1,277,552, and the imports into the Superior District were \$4,847,960. Imports also show a falling off. The receipts of the combined districts were slightly less than receipts for the two districts last year.

Michigan District

PREVIOUS to the consolidation of customs districts there were four districts in Michigan: Detroit, with the same city as the port of entry; Huron with Port Huron as port of entry; Superior, with the custom house at Marquette; and Michigan with its main office at Grand Haven. The exports and imports for the fiscal year ending June 30, 1913, were as follows:

EXPORTS		
Detroit	\$62,222,402	
Huron	37,281,628	
Michigan	402,337	
Superior	12,985,232	
Total	\$112,891,599	

IMPORTS		
Free	Dutiable	Total
Detroit ... \$5,154,503	\$3,999,166	\$9,153,669
Huron ... 3,711,360	2,844,994	6,556,354
Michigan ... 23,539	56,478	80,017
Superior ... 3,033,250	943,977	3,977,227
Total \$11,922,652	\$7,844,615	\$19,767,267

The figures for the fiscal year ending June 30, 1914, for the newly forming

district of Michigan were as follows:

EXPORTS		
Total	\$102,418,173	
IMPORTS		
Free	\$19,607,556	
Dutiable	5,738,095	
Total	\$26,355,651	

The foreign trade of the Port of Detroit, which is coterminous in its jurisdiction with the former district of Detroit, is still tabulated in a separate statement, before being incorporated into the general report for the enlarged district. A compilation of the monthly statements gives the following totals.

District of Detroit for nine months

under old tariff October 1, 1912 to June 30, 1913:

Exports	\$49,950,127
Imports	7,179,265
Port of Detroit, for nine months under present tariff, October 1, 1913 to June 30, 1914:	
Exports	\$43,081,043
Imports	10,558,744

The figures for the port for the six months from January 1st to June 30th, were as follows:

1913	1914
Exports \$35,823,016	\$27,843,490
Imports 4,828,312	5,327,937

The exports did not begin falling off until December, 1913, although the rate of increase in October and November was less than in some preceding months.

Inland Commerce Statistics

Indiana District

THE total value of imports for the fiscal year ending June 30, 1914, was \$1,609,651.00, of which \$693,911.00 was free and \$915,740.00 was dutiable.

The principal items among the imports cleared through Indianapolis during the last year were dry-goods, earthenware, chinaware and toys on the dutiable list and salt and cabinet wood logs on the free list. For the first six months of the fiscal year, however, burlap was the leading import, but during the last six months burlap is now free of duty and this material intended for Indianapolis was cleared at Boston.

The district of Indiana now includes and has included for just one year the ports of Indianapolis and Evansville. At the Evansville port nearly all the duty is collected on imported tobacco.

The total collection of duties for the fiscal year ending June 30, 1914, was \$416,374.66, this covering the entire district of Indiana as now constituted.

In the previous fiscal year, which ended June 30, 1913, and during which the Evansville port was not included in the district, Indianapolis collections amounted to \$236,071.00, the total value of imports passing through the Indianapolis custom house being \$609,858.00.

Efforts and Activities of Commercial Organizations

Great Corn Palace

RECENT references in THE NATION'S BUSINESS to agricultural exhibits has brought a statement and a photograph from the Commercial Club of Mitchell, S. D. That city maintains and conducts, according to its claims, "the largest agricultural exhibit in the United States." The following statement relative to the Corn Palace has been received from T. J. Morgans, Secretary of the Mitchell Commercial Club:

"The Commercial Club decided years ago that Davison County was adapted to corn, and in 1892 they decided to build a Corn Palace. You will all remember that times were not the best in 1892, yet Mitchell went to work and raised some \$10,000 and constructed a Corn Palace building which was decorated outside and inside with corn and agricultural products. The whole inside of the building was draped with bunting and decorated with grains. This building cost \$2,976.48, decorations \$2,248.07, attractions \$2,516.44, advertising \$2,006.51. Inside of this building all around the walls on the first floor were county agricultural exhibits. This proved to be a great advertising feature and we have built three different buildings, each much larger than the first, and the 1913 Palace covers 125 by 142 feet on the ground, decorated inside and out with corn. The 1913 Palace brought the greatest crowds Mitchell has ever seen, and this Corn Palace building which stands decorated the year round is visited by thousands of people outside the Exposition week.

We have entirely outgrown the present building and are now taking steps to build a fire proof building, at a cost of some \$70,000 to \$90,000. This is no money-making matter and never has been, as we generally have to put up from \$5,000 to \$9,000, as a donation to pay expenses, but this is considered the best advertising Mitchell and Davison County can get."

A booklet has just been issued, entitled "History of Mitchell Corn Palace" a copy of which will be sent by Mr. Morgans to any secretary of any commercial body interested in the evolution of this effective piece of local agricultural advertising.

Grains Only

WATSON Boyle, Secretary of the Gallatin Valley Commercial Club of Bozeman, Montana, sends word relative to the grain room maintained by that Club. The club occupies spacious apartments. The grain room is 25 feet wide by 46 feet long and the ceiling is 14 feet above the floor. The ceiling and walls are decorated in the most artistic manner with grains and grasses.

On narrow shelves along the walls are jars filled with grains of many kinds. In this room may be seen, in sheaf and threshed, samples of the wheat, barley, and oats that have been adjudged at great expositions to be the best grown in the United States, and from the window may be viewed the wonderful Gallatin Valley which holds the records for the highest yield per acre, and for the highest average yield for the total acreage in cultivation, of oats, barley and wheat.

In a handsome case is displayed a collection of prize cups, such as no other county in the United States can probably match. Included in it are the large and costly cups awarded at

the New York Land Show of 1911 for the best barley and for the best oats grown in the United States and the cup awarded at St. Paul, for the best wheat produced in the Northwest. Many other cups and medals and diplomas for farm products are on display. Mr. Boyle says:—"All visitors express admiration of the grain and prize cups on display and none has known of any club that has a grain exhibit of equal excellence."

the Weeks law, but would be within a day's journey of sixty million people among whom are thousands of teachers, students, clerks and professional men and women who would avail themselves of the opportunity to spend their vacations in this mountain region, which would be accessible all the year round and where travelers on foot would always be in reach of settlements where comfortable and cheap accommodations could be found."

BUILDINGS: Are public buildings neat and orderly? Are frame structures tolerated within the mercantile and manufacturing districts? Are fire escapes equipped with iron treads? Are ladder fire escapes tolerated? Do the buildings along the principal streets conform to an established building line?

UNNECESSARY NOISES: Are factory whistles, fire alarm bells, flat wheeled street cars, vendors' cries, etc., tolerated? Do street musicians make their rounds early in the morning and late at night? Have "quiet zones" been established about schools and hospitals? Are drivers of automobiles, motorcycles, or motor boats allowed to use the muffler cut-out within the city limits?

SOFT COAL SMOKE: Is any attempt made to diminish the nuisance resulting from the burning of soft coal in locomotives, factories, apartment houses, and private residences?

HEALTH: Are unlicensed dogs allowed the freedom of the city? Do mosquitoes abound? Is the use of the common drinking cup and the roller towel permitted? Are barber shops inspected? Are yard privies tolerated? Do dealers expose fruit and other food to street dust and flies? Do flies abound?

STREETS AND SIDEWALKS: Are side streets and alleys kept clean? Are receptacles for refuse placed at convenient intervals? Are street-cleaning employees and teams sightly? Is money wasted in sprinkling ice water on unsurfaced streets? Are there legible street signs at intersections? Are shade trees properly trimmed and protected from horses? Are overhead wires tolerated on the main streets? Are sidewalk openings covered with proper gratings? Are news stands allowed on congested corners? Are awnings and signs suspended at the proper height? Are merchants allowed to encumber the sidewalk with showcases, merchandise, packing boxes, etc.?

PARKS AND PLAYGROUNDS: Are lawns and walks well maintained and kept clean? Are there rest rooms and comfort stations, and are they kept in good order? Are there suitable receptacles for refuse? Are playgrounds under the supervision of capable instructors? Is playground apparatus dismantled over Sunday? Where do children play on Sunday?

Upon your return, approach your city with the eye of an outsider. Walk up the main street and look about you. Apply some of the tests you have used in other communities. Note the eyesores, the noises, the dust—or the absence thereof. Note also the points of excellence—there may be none too many.

What do you think of the old town? Don't ask why THEY don't do something—

"Why don't they keep the streets a little cleaner?"

You ask with deep annoyance not undue;

"Why don't they keep the parks a little greener?"

Did you ever stop to think that they mean You?



MITCHELL (S. D.) CORN PALACE

Appalachian Roads

CONCERTED action is being taken through the activities of the Appalachian Park Association with its headquarters at Asheville, North Carolina, to open up the national forest reservations in the Southern Appalachian mountains, through a system of highways constructed by the nation and otherwise developed as has been done in the national parks of the west. Endorsements of this movement have been received from many of the leading cities east of the Mississippi. A quotation follows from a statement made by George S. Powell, Secretary of the Appalachian Park Association, last June:

"We believe the people of the country are with us in our position that constructing trails and service roads will not meet the demands for the full development of these forests and that the spirit of the Weeks law is for the development and use of all these resources and to this end we propose to ask the next session of Congress to make the necessary appropriation for constructing a system of highways through these national forests to be laid out with a view of the states and counties constructing the links between the national forests, so that we shall have a great scenic highway extending from near the national capital along the crest of the Blue Ridge and great Smoky mountains to the southern end of the forest reservations in Georgia and Alabama. With this system of roads completed and trails leading down to the many beautiful mountain streams having their source near the crest of these mountains and with hotels, cottages and camps erected on sites leased from the government, there would be made easily accessible one of the most beautiful and picturesque mountain regions in the world. This would not only attract thousands of wealthy tourists, who now visit the mountain regions of Europe, thereby adding to the economic features of

Utilizing Vacations

THE Municipal Affairs Committee of the Grand Forks (N. D.) Commercial Club issued a circular to the members of the Club, asking them to keep their eyes open while away on their vacations this summer. Among other things, the circular said:—

Any way is a good way so long as it brings you back to your work renewed with strength and quickened enthusiasm. Your vacation will take you into other communities and you will form new associations and renew old interests. Has it occurred to you that here is an opportunity to enlarge your civic perspective and to awaken new interest in the working of your local government?

When you come to a new town, note the particulars in which it seems to surpass your own. Look also for points in which your city is superior. Develop a set of standards of civic housekeeping.

Don't make a task of it. Remember that it is your vacation; but just look around you, and perhaps ask a few questions.

If this idea appeals to you, you may be helped by some of the following suggestions:

POLICE: Do patrolmen appear neat and businesslike? Are they alert to assist pedestrians at cross-overs? Are they courteous and ready to advise? Do they attempt to direct street traffic? Do they allow teamsters to obstruct street railway tracks? Do they allow children on the streets late at night? Are the mendicants and vendors of lead pencils, etc. allowed on the street?

FIRE PREVENTION: Are boxes, barrels, waste paper, excelsior, etc., allowed to accumulate in back yards? Is litter to be found under sidewalk gratings and in the entry ways of vacant stores? Are livery stables, garages, and lumber yards tolerated in the "congested-value" district? Is gasoline storage properly regulated?

Secretaries:—

Read the list of Cincinnati speeches on page 16.

Efforts and Activities of Commercial Organizations

City and Country

THREE "Get Together" days will be observed, it is expected, in every county of Missouri, August 25, 26 and 27. These get-together days arose from a call of the Federation of Missouri Commercial Clubs. The suggestion is that on the three days mentioned the business men of each county close up their business activities and get together with the farmers of the county and with each other so as to bring to pass for the entire population of the county a fuller understanding of needs and of opportunities. At each get-together meeting the committee in charge of the effort for the Federation of Missouri Commercial Clubs will provide a series of addresses to occupy ten minutes each and to be local, delivered by local people. The subjects of these addresses will be:

THE IMPORTANCE OF AGRICULTURE TO THE NATION; WHY IT PAYS THE FARMER TO STAND BY HIS HOME TOWN; HOW TO GROW ALFALFA; HOW TO FIGHT HOG CHOLERA; WHAT A FARM ADVISOR DOES; BETTER PUBLIC HIGHWAYS; WHY WE NEED RURAL HIGH SCHOOLS; CO-OPERATIVE CREAMRIES; THE NEED OF A GREATER STATE PRIDE.

The arrangements for this remarkable state-wide method of personal acquaintance have been attended to by the following gentlemen: WILLIAM HIRTH, President, The Federation of Missouri Commercial Clubs, Columbia, Mo.; A. W. DOUGLAS, Chairman Executive Committee, St. Louis, Mo.; A. N. LINDSEY, General Secretary, Clinton, Mo.

Council of Social Agencies

IN large cities it has been found that there are frequently so many different forms of social agencies that one central body is necessary to prevent over-lapping and consequent duplication of efforts and to prevent general wastefulness in the administration of social services. Consequently, we are pleased to include as having suggestive value the seven main features of the Council of Social Agencies of Cincinnati. In that city there were four distinct methods of handling relief. Over 200 organizations exist in that city representing high ideals and the desire to make the city a better place in which to live. Such a multiplication of agencies is not peculiar to Cincinnati, but exists all over the country. The result is frequently limited efficiency or failure on the part of the various organizations. In a letter to W. C. Culkins, Executive Secretary of the Chamber of Commerce of Cincinnati, Mr. Norton, Director, makes the following points clear relative to the work of the Council of Social Agencies of Cincinnati.

ORGANIZATION. Each Agency which wishes to join the Council sends to its bi-monthly meetings two delegates, one representing the contributors, the other an actual worker of that agency.

ENDORSEMENT. It is the purpose of the Council to recommend to the contributing public only those agencies which have sufficiently high standards to warrant support. (This feature has frequently been referred to in THE NATION'S BUSINESS as undertaken by commercial organizations as a means of protecting members.)

CONFIDENTIAL EXCHANGE. A method has been worked out whereby every agency dealing with families registers information regarding each family. This exchange of informa-

tion reduces duplication of work with individual families.

Mr. Norton states that there are 25,000 names in this confidential exchange and that they are increasing at the rate of 1,500 a month.

DIRECTORY. The social service agencies of the city have been brought into a list published as a directory. The purpose of this list is to bring about wider cooperation.

EDUCATION. The Council is rendering services to various groups by supplying speakers on social service topics.

UNIFICATION. An effort is being made to establish committees dealing with each group of organizations handling a single problem, as for instance, hospitals. The object of such a hospital committee or association would be to study hospital problems and make plans sufficiently broad in scope not only to deal with the present but with the future needs of the city. It is possible that a mutual purchasing agency may be developed.

SOLICITATION. In addition to the general subject of endorsement referred to above, the Council is considering better methods of controlling solicitation of finances and will look for the advice and guidance of the Chamber of Commerce in doing so. The central idea in the Council which is valuable for other communities and which makes it differ slightly from any other efforts so far made in the United States is this: "It is an attempt to lead the social service organizations up to higher standards from within their own ranks and make them develop plans themselves rather than be shoved into progress from the outside."

city; to describe each; and to afford to the charitably inclined a means for judging where their assistance is most needed. This Directory is mentioned here because it will undoubtedly prove suggestive to other organizations.

Brick Pavements

The National Paving Brick Manufacturers' Association will hold its 11th Annual Meeting at Buffalo September 9, 10, and 11. The two latter days will be given over to study of brick pavement construction for country highways. Very little indoor paper discussion of construction methods will take place. A considerable part of the two days will be spent on the road studying different types of brick pavement so as to spread nationally the best ideas for promoting paving brick sales.

Collection Methods

James H. Warburton, Secretary of the Salisbury Industrial Club, says: "The only plan that we have found to be at least 75% successful is to have someone call on the members at least every three months, collect their dues and give a receipt for same. Our organization has grown steadily under this system and we find that very few members drop out on account of letting their dues get too far behind." Mr. Warburton goes on to show that while such a method costs some hundreds of dollars a year, nevertheless it is less expensive than if a few members should drop out of the organization on account of back dues being heavy. In the city in question the collections are made by a young lady

New England Secretaries

THE New England Association of Commercial Executives meets once a month, usually in Boston. Some special topic is selected for each meeting. Following the presentation of the subject matter, a round table discussion is usually arranged.

At the meeting of June 27, Daniel N. Casey, Secretary of the Haverhill Board of Trade, was chosen President of the New England Association of Commercial Executives. George E. Coates, Secretary of the Lynn Chamber of Commerce, was made Secretary-Treasurer, and L. P. Sawin, Secretary



DANIEL N. CASEY.

of the Everett Board of Trade, was made Vice-President. About sixty secretaries are members of the Association. Referring to its work, Daniel N. Casey, the newly elected President, says:

"The New England Association helps us become more efficient on our job, gives us new and added information on the very problems with which we are daily wrestling and aids us to become better equipped executives. I know that I have gained a lot by listening to what the speakers have said, by taking part in the discussions and learning what progressive measures my fellow-secretaries are pushing.

"Such an organization instills confidence into the secretary. He gets upon his feet and has something to say. Next moment, his argument may be riddled or supported by some other fellow. It is all helpful.

"My predecessors have done much to build up this organization. With co-operation even better developed there is even more we can do for ourselves and our organizations. We hope to make this a banner year.

"Every man gains some ideas from somebody else. The New England Association is a clearing house for the exchange of ideas. The men who attend are benefited thereby. It is mutual helpfulness."

Definition Desired

At the sessions of the Southern Commercial Secretaries in Vicksburg, Lucius E. Wilson, put a number of questions. One question was this: "What is your definition of the difference, or where do you establish the line of definition, between a standing committee and a special committee?" We shall be glad to hear from secretaries on this subject.



ATTRACTIVE BUILDING OF PHOENIX (ARIZ.) BOARD OF TRADE

Social Welfare

The Grand Rapids Association of Commerce has prepared and published a Directory of Social Welfare Organizations in Grand Rapids. The volume is divided into the following parts: (1) General Welfare; (2) Health Agencies; (3) Relief Agencies; (4) Child Welfare Work; (5) Homes for Adults; (6) Religious and Moral Uplift Work; (7) Industrial or Economic Welfare; (8) Education, Recreation and Supervision; (9) Humane Work.

Under each general group appear the names of the various institutions, their purposes, officers, board of management, staff, history, and income. The idea of the Directory is to provide a list of the welfare resources of the

whose work relieves the secretary and the stenographer of all such work and permits them to give their full time to other duties. Mr. Warburton says: "The collection proposition is a stumbling block for many organizations. The only successful way to collect dues is to send out after them."

A Striking Booklet

A new booklet regarding Norfolk, Virginia, has been issued by the Chamber of Commerce of that city. Its form and style are worthy of consideration by secretaries. The selection of types and the reiterated emphasis on the idea "Central Atlantic Port" makes a combination that is very effective in presenting the remarkable growth of Norfolk as a port and its strategic position on the coast.

Commercial Secretaries to Gather in Cincinnati

The most important gathering in the history of organized secretarial work will be the joint meeting in Cincinnati, September 28, 29 and 30, of the American Association of Commercial Executives and the Central Association of Commercial Secretaries. This meeting is expected to result in actual consolidation, so that there will be one secretarial organization for the whole country, probably bearing the title "National Association of Commercial Secretaries." All secretaries, whether or not members of either of the organizations, are invited to attend and benefit by the discussions

THE Ninth Annual Meeting of the American Association of Commercial Executives, and the Sixth Annual Meeting of the Central Association of Commercial Secretaries will be held at the Hotel Gibson, Cincinnati, Ohio, on Monday, Tuesday and Wednesday, September 28, 29 and 30.

Because of the importance of this meeting, there is included here a series of comments upon the subjects that will be discussed; for it is important that all secretaries who possibly can do so, whether or not members of either organization, should endeavor to be present at the convention in order to receive the full educational benefit of the papers that will be delivered and the discussions that will take place there. Secretaries who are not members will be conscious of no exclusion from the meetings except when it comes to matters calling for a vote.

This joint meeting is expected to lead to the consolidation of the two bodies and the initiation of the work of the "National Association of Commercial Secretaries." These two Associations will bring together the strongest secretarial gathering that has ever taken place in the history of commercial secretarial work. Elsewhere is included a list of the officers of each Association. These names and the names of the speakers carry conviction that the entire convention will be of immense value to all who are privileged to attend it.

A copy of the full program can be secured by any secretary on request addressed to S. C. Mead, Merchants' Association of New York; or to William George Bruce, Merchants' and Manufacturers' Association of Milwaukee, Wisconsin.

Subjects for Discussion

WHAT CONSTITUTES AN EFFICIENT ORGANIZATION by William George Bruce, President, Central Association of Commercial Secretaries.

Those who have been troubled by evidences of inefficiency in their local commercial organizations will get suggestions from President Bruce's thought and, as a result, possibly reform inefficient conditions and produce for various localities exactly the form of organized activity that is necessary.

HOW TO KEEP ASSOCIATION MEMBERS INTERESTED by James A. McKibben, Secretary, Chamber of Commerce, Boston, Mass.

The problem which many secretaries meet relative to the lack of interest on the part of members is one that will receive a practical answer. No Association member has done his full duty simply by contributing his dues. Service is the desirable thing. How to secure it will be suggested in this paper.

REPORT OF THE COMMITTEE ON STANDARDIZATION by Chairman Munson Havens, Secretary, Chamber of Commerce, Cleveland, O.

In many cases, Secretaries newly elected to a community, have been troubled by compulsory adjustment to forms of organization with which they are not familiar. For two years, a

Committee on Standardization has been studying the subject with a view to promoting uniformity in general characteristics while leaving full freedom for local adaptation.

COMMERCIAL CLUBS AND THE FARMING ELEMENT by H. V. Eva, Secretary, Commercial Club, Duluth, Minn.

As the permanency of a community's development depends upon the appropriate development of the surrounding regions, secretaries will gain greatly by considering the relation of commercial organizations to farming development. Several excellent plans have been worked out, all of which will be referred to carefully in this speech.

UNWORTHY CHARITY AND FRAUDULENT ADVERTISING by Howard Strong, Secretary, Civic and Commerce Association, Minneapolis, Minn.

The increasing contact of the commercial organization with every factor that makes up city life has already compelled commercial organizations to scrutinize charitable efforts in order to produce efficiency. The best way to keep track of charitable effort and to prevent frauds upon a community will be rendered available to secretaries by this speech.

PROMOTIONAL EFFORT AND THE PUBLIC PRESS by Adolph Boldt, Secretary, Chamber of Commerce, Houston, Texas.

The part which newspapers can play in aiding promotional effort, the necessity of the secretary co-operating with the news gatherer and sympathizing with his point of view, the constant advantage of keeping the important doings of an organization before the community through the public press,—these features will be made clear to secretaries who hear this speech.

THE SIGNIFICANCE OF THE CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA by Elliot H. Goodwin, Secretary of the Chamber of Commerce of the United States of America, Washington, D. C.

The relation which a community holds to the commercial organization will be shown to parallel the relation which the nation holds to the federation of organizations, The Chamber of Commerce of the United States. Local details will be shown to have their parallel in national details and the logic of the national organization will be made clear.

FACTORS IN SECURING FACTORIES by J. F. Carter, Industrial Commissioner, Association of Commerce, New Orleans, La.

The speaker on this subject is one whose researches in Mobile, in San Antonio, and in New Orleans have been exhaustive. Secretaries will learn that prior to securing factories the need and advantages of such factories must be fully understood; that a misplaced factory is an injury instead of an aid to a community. All interested in industrial development should hear this speech.

IS THE EMPLOYMENT OF MEMBERSHIP SOLICITORS PRACTICAL? By Byres H. Gitchell, Secretary, Board of Commerce, Detroit, Mich.

The problem of maintaining membership is one that presents itself to every organization and therefore is constantly a problem before each secretary. Light will be given on the most effective ways of maintaining membership.

(ROUND TABLE) THE DEMOCRACY OF THE COMMERCIAL CLUB by Bruce Kennedy, former President Southern Commercial Secretaries Association, Montgomery, Alabama.

The effect of the commercial organization in producing a community spirit, the elimination of rank, the disappearance of artificial social groups and cliques, the tendency to create an equal sense of responsibility for local betterment—these and many other features will be brought out through the discussions on this subject.

COMMERCIAL ASSOCIATION ADVERTISING (Committee Report)—Carl Dehoney, Chamber of Commerce, Cincinnati, O.; Thorndike Deland, Chamber of Commerce, Denver, Colo.

The question of how best to dispose of advertising funds (since the community is entitled to look for results) is one that weighs heavily on each secretary placed in charge of such evidence of community spirit. The committee report will be valuable in showing how to avoid a waste of funds.

COMMERCIAL ORGANIZATIONS AND CIVIC AFFAIRS by J. M. Guild, Secretary-Manager, Greater Dayton Association, Dayton, O.

Particular interest will attach to this speech in view of the remarkable work done in the city represented by the speaker, immediately subsequent to the great floods of last year. The whole broad destiny of the commercial organization will be outlined as pertaining to all matters affecting human interest in the locality which the organization serves.

CONVENTIONS, THEIR COST AND THEIR VALUE by L. H. Lewis, General Secretary, Chamber of Commerce, Indianapolis, Indiana.

Some very plain truths will be set forth in this speech relative to the frequent waste of effort in capturing conventions. At the same time, the value of conventions to a community when a community is well able to take care of the details of such conventions will be made clear. The influence of conventions in advertising a community will result in interesting all secretaries who hear this speech.

WHAT EDUCATION IS DOING FOR SECRETARIAL EFFICIENCY by Prof. Stephen W. Gilman, University of Wisconsin, Madison, Wis.

The increasing demand for secretaries and the necessity of avoiding secretarial experimentation, are subjects that impress the officers of the leading commercial organizations. The evolution of the commercial secretary into a professional man calls for training and preparation. What

is being done in the educational institutions in this direction will be the burden of this speech.

American Association of Commercial Executives

President, S. CRISTY MEAD, The Merchants Association of New York, New York City.

First Vice-President, MUNSON HAVENS, Cleveland Chamber of Commerce, Cleveland, Ohio.

Second Vice-President E. M. CLENDENING, Kansas City Commercial Club, Kansas City, Mo.

Third Vice-President W. H. REED, Racine Commercial Club, Racine, Wis.

Secretary-Treasurer, EMMETT HAY NAYLOR, Springfield Board of Trade, Springfield, Mass.

Directors for One-Year Term:
Adolph Boldt, Chamber of Commerce, Houston, Tex.
Herbert W. Baker, Publicity and Ind. Bureau, Ottawa, Ont.
Byres H. Gitchell, Board of Commerce, Detroit, Mich.
C. Frank Terhune, Commercial Club, Clinton, Ia.
M. C. Huggett, G. R. Assn. of Com., Grand Rapids, Mich.

Directors for Two-Year Term:
H. V. Eva, Commercial Club, Duluth, Minn.
Richard B. Watrous, Am. Civic Assn., Washington, D. C.
A. V. Snell, Chamber of Commerce, Charleston, S. C.
J. P. Hardy, Fargo Commercial Club, Fargo, N. D.
W. E. Holmes, Sioux City Commercial Club, Sioux City, Ia.

Directors for Three-Year Term:
Irving C. Norwood, Greater Davenport Com., Davenport, Ia.
J. R. Babcock, Chamber of Commerce, Dallas, Tex.
M. B. Trezvant, Assn. of Commerce, New Orleans, La.
Willis Evans, Assn. of Commerce, Peoria, Ill.
J. H. Beek, Assn. of Commerce, St. Paul, Minn.

Central Association of Commercial Secretaries

President WILLIAM GEORGE BRUCE, Milwaukee Merchants and Manufacturers Association.

Acting Secretary-Treasurer ROBERT L. FROST, Milwaukee, Wis.

Executive Committee:
E. M. Clendening, Kansas City Commercial Club; H. F. Miller, Chicago Association of Commerce; J. H. Beek, St. Paul Association of Commerce; L. H. Lewis, Indianapolis Chamber of Commerce, President, ex-officio member.

Vice-Presidents:
Colorado—Thorndike Deland, Denver Chamber of Commerce;
Illinois—Willis Evans, Peoria Commercial Club;
Indiana—W. H. Howard, Indianapolis Board of Trade;
Iowa—W. E. Holmes, Sioux City Commercial Club;
Kansas—J. Will Kelley, Topeka Commercial Club;
Michigan—F. Clayton Butler, Kalamazoo Commercial Club;
Minnesota—Hubert V. Eva, Duluth Commercial Club;
Missouri—E. H. Clifford, St. Joseph Commercial Club;
Nebraska—Vacant;
North Dakota—C. W. Graves, Grand Forks Commercial Club;
Ohio—Carl Dehoney, Cincinnati Chamber of Commerce;
South Dakota—George Schlosser, Sioux Falls Commercial Club;
Wisconsin—Walter H. Reed, Racine Commercial Club.

Furniture Exhibit

It is stated by J. H. Mellichampe of the Furniture Gazette of High Point, North Carolina, that the furniture manufacturers of the whole State are considering the erection of an eight story building in Asheville to be devoted solely to exhibits of North Carolina furniture. The city of Asheville is regarded as the best point in the State for securing to the exhibitors the widest possible publicity.